CASHBOX

July 17, 1982

$3.00

NEWSPAPER

Ricky Skaggs

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With stars like Kristy McNichol and Christopher Atkins, "The Pirate Movie" is already being hailed as the musical comedy adventure film of the year. And, with the first single, "How Can I Live Without Her," the original soundtrack album is a two-record, musical treasure chest.

"The Pirate Movie." The original soundtrack album featuring "How Can I Live Without Her."

Opening this August. Produced by David Joseph.
Distributed by Twentieth Century-Fox.

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EDITORIAL — The Cassette Boom

It looks as though the inevitable is about to happen in the music business this year. With the advent of portable Walkman-type players and a general upgrading of both the packaging and quality of label-made prerecorded cassettes, many retailers are now predicting that cassette sales may gain parity with records by the end of the year.

More and more these days, retailers and the public are turning to cassettes. So far this summer, there has been an explosion of sales of prerecorded cassettes that in many cases surpass the LP sales easily. And the sales are not on esoteric acts or budget-priced product, but more and more today involve top-selling, frontline acts.

While sales of prerecorded cassettes have grown steadily in overseas markets in recent years (and even dominate in some areas), it has only been this summer that the possibility of cassette parity with records even seemed possible. Now, it not only seems possible, but it looks imminent.

And the labels are also to be commended for keeping on top of the situation. All of the experiments in packaging of the past years and such innovative marketing efforts as WEA's "Two-fer" cassettes and the I.R.S. "Cassingle" have helped keep the format in the forefront of interest, and now it appears to be paying off. Labels have further fueled the current boom by releasing prerecorded cassettes in conjunction with the LP and in much greater numbers.

There is little doubt that the days of the 12" vinyl record album are numbered. A combination of factors like convenience, durability and cost will eventually do the record in — few would contest that today. It's just good to see the industry totally on top of this most important development.

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ON THE COVER

When Ricky Skaggs' debut album for Epic, "Waitin' For The Sun To Shine," was released in the spring of 1981, hardly anyone even batted an eye in recognition of the LP, but, just a little over a year later, the anticipation of Skaggs' follow-up is staggering. In that period of time, the former member of Emmylou Harris' Hot Band has lofted four singles into the country charts, including three Top 10 records — "You May See Me Walkin'," "Crying My Heart Out Over You," which went to #1, and his current "I Don't Care."

A native of the hills of Kentucky, Skaggs has not forgotten his humble homeland, and his pure, simply constructed renditions aptly reflect his mountain grown musical tastes. Despite the fact that radio embraced the young artist's work almost immediately, his bluegrass heritage and easy-going nature have not been cast away in his meteoric rise in the music world. New talent is the catalyst that keeps the record business alive, and the presence of Ricky Skaggs, now a member of the Grand Ole Opry, within that industry is ample proof of that fact.

TOP POP DEBUTS

SINGLES	76	**BLUE EYES** — Elton John — Geffen
ALBUMS	9	**MIRAGE** — Fleetwood Mac — Warner Bros.

NUMBER ONES

POP SINGLE
DON'T YOU WANT ME
The Human League
Virgin/A&M

B/C SINGLE
LET IT WHIP
Dazz Band
Motown

COUNTRY SINGLE
I DON'T THINK SHE'S IN LOVE ANY MORE
Charley Pride
RCA

JAZZ
OFFRAMP
Pat Metheny Group
ECM

Rick James

POP ALBUM
ASIA
Geffen

B/C ALBUM
THROWIN' DOWN
Rick James
Gordy/Motown

COUNTRY ALBUM
MOUNTAIN MUSIC
Alabama
RCA

GOSPEL
HIGHER PLANE
Al Green
Myrrh

CASH BOX TOP 100 SINGLES

July 17, 1982

			Weeks On Chart
1	**DON'T YOU WANT ME** THE HUMAN LEAGUE (Virgin/A&M 2397)	1	20
2	**ROSANNA** TOTO (Columbia 18-02811)	2	14
3	**HURTS SO GOOD** JOHN COUGAR (Rive/PolyGrem R 209)	4	13
4	**EYE OF THE TIGER** SURVIVOR (Scotti Bros./CBS ZS5 02912)	6	7
5	**LOVE'S BEEN A LITTLE BIT HARD ON ME** JUICE NEWTON (Capitol PB-5120)	5	11
6	**EBONY AND IVORY** PAUL McCARTNEY (Columbia 18-02860)	3	15
7	**HOLD ME** FLEETWOOD MAC (Werner Bros. 7-29966)	9	5
8	**TAINTED LOVE** SOFT CELL (Sire SRE 40655)	11	25
9	**CAUGHT UP IN YOU** .38 SPECIAL (A&M 2412)	10	12
10	**ONLY THE LONELY** THE MOTELS (Capitol PB-5114)	12	12
11	**ABRACADABRA** THE STEVE MILLER BAND (Capitol PRO-9785)	18	8
12	**KEEP THE FIRE BURNIN'** REO SPEEDWAGON (Epic 14-02967)	14	6
13	**LET IT WHIP** THE DAZZ BAND (Motown 1609MF)	13	12
14	**PERSONALLY** KARLA BONOFF (Columbia 18-02805)	16	12
15	**ANY DAY NOW** RONNIE MILSAP (RCA PB-13216)	15	12
16	**DO I DO** STEVIE WONDER (Tamla/Motown 1612TF)	17	8
17	**EVEN THE NIGHTS ARE BETTER** AIR SUPPLY (Arista AS 0692)	21	6
18	**TAKE ME DOWN** ALABAMA (RCA PB-13245)	19	9
19	**WHAT KIND OF FOOL AM I** RICK SPRINGFIELD (RCA PB-13245)	20	7
20	**HARD TO SAY I'M SORRY** CHICAGO (Full Moon/Warner Bros. 7-29979)	23	7
21	**WASTED ON THE WAY** CROSBY, STILLS & NASH (Atlantic 4058)	28	4
22	**PLAY THE GAME TONIGHT** KANSAS (Kirshner/CBS ZS5 02903)	22	11
23	**FORGET ME NOTS** PATRICE RUSHEN (Elektra E47427)	24	11
24	**GOING TO A GO-GO** THE ROLLING STONES (Rolling Stone/Atco RS 21301)	27	6
25	**STILL THEY RIDE** JOURNEY (Columbia 18-02883)	26	9
26	**YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU** MELISSA MANCHESTER (Arista AS 0676)	32	8
27	**I FOUND SOMEBODY** GLENN FREY (Asylum E-47466)	30	7
28	**VACATION** GO GO'S (I.R.S./A&M IR-9907)	42	3
29	**LOVE WILL TURN YOU AROUND** KENNY ROGERS (Liberty P-B-1471)	44	3
30	**AMERICAN MUSIC** POINTER SISTERS (Planet/RCA YB-13254)	43	4
31	**TAKE IT AWAY** PAUL McCARTNEY (Columbia 18-03018)	48	2
32	**OUT OF WORK** GARY U.S. BONDS (EMI America P-B-8117)	37	6
33	**NICE GIRLS** EYE TO EYE (Warner Bros. WBS 50050)	35	9
34	**YOUR IMAGINATION** DARYL HALL & JOHN OATES (RCA PB-13252)	40	5
35	**EARLY IN THE MORNING** THE GAP BAND (Total Experience/PolyGram TE-8201)	38	9
36	**IF THE LOVE FITS WEAR IT** LESLIE PEARL (RCA PB-13235)	39	9
37	**ALWAYS ON MY MIND** WILLIE NELSON (Columbia 18-02741)	7	19
38	**HEAT OF THE MOMENT** ASIA (Geffen GEF 50040)	25	14
39	**LOVE IS IN CONTROL (FINGER ON THE TRIGGER)** DONNA SUMMER (Geffen 7-29982)	47	4
40	**PAPERLATE** GENESIS (Atlantic 4053)	46	7
41	**HOOKED ON SWING** LARRY ELGART AND HIS MANHATTAN SWING ORCHESTRA (RCA PB-13219)	45	7
42	**THE OTHER WOMAN** RAY PARKER, JR. (Arista AS 0669)	8	18
43	**KIDS IN AMERICA** KIM WILDE (EMI America P-B-8110)	49	9
44	**THINK I'M IN LOVE** EDDIE MONEY (Columbia 18-02964)	51	4
45	**BODY LANGUAGE** QUEEN (Elektra E-47452)	31	12
46	**AFTER THE GLITTER FADES** STEVIE NICKS (Modern/Atco MR 7405)	36	10
47	**CRIMSON AND CLOVER** JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)	29	12
48	**CUTIE PIE** ONE WAY (MCA-52049)	50	8
49	**IF YOU WANT MY LOVE** CHEAP TRICK (Epic 14-02968)	54	7
50	**ROUTE 101** HERB ALPERT (A&M 2422)	61	4
51	**BE MINE TONIGHT** NEIL DIAMOND (Columbia 18-02928)	41	9
52	**ANGEL IN BLUE** THE J. GEILS BAND (EMI America P-B-8100)	34	9
53	**LOVE PLUS ONE** HAIRCUT ONE HUNDRED (Arista AS 0672)	56	8
54	**THIS MAN IS MINE** HEART (Epic 14-02925)	33	10
55	**DANCING IN THE STREET** VAN HALEN (Warner Bros. 7-29986)	52	9
56	**IT'S GONNA TAKE A MIRACLE** DENIECE WILLIAMS (ARC/Columbia 18-02812)	55	16
57	**LANDSLIDE** OLIVIA NEWTON-JOHN (MCA-52069)	60	6
58	**ISLAND OF LOST SOULS** BLONDIE (Chrysalis 2603)	53	7
59	**(SITTIN' ON) THE DOCK OF THE BAY** THE REDDINGS (Believe In A Dream/CBS ZS5 02836)	64	5
60	**RIGHT KIND OF LOVE** QUARTERFLASH (Geffen 7-29994)	57	8
61	**I'VE NEVER BEEN TO ME** CHARLENE (Motown 1611 MF)	59	20
62	**TO DREAM THE DREAM** FRANKIE MILLER (Capitol PB-5131)	65	5
63	**HOPE YOU LOVE ME LIKE YOU SAY YOU DO** HUEY LEWIS AND THE NEWS (Chrysalis 2604)	58	9
64	**HOT IN THE CITY** BILLY IDOL (Chrysalis 2605)	78	2
65	**WHO CAN IT BE NOW?** MEN AT WORK (Columbia 18-02888)	80	2
66	**EYE IN THE SKY** THE ALAN PARSONS PROJECT (Ariste AS 0696)	84	2
67	**AND I AM TELLING YOU I'M NOT GOING** JENNIFER HOLLIDAY (Geffen 7-29983)	76	3
68	**MAKING LOVE** ROBERTA FLACK (Atlantic 4005)	62	20
69	**WHEN IT'S OVER** LOVERBOY (Columbia 18-02814)	67	15
70	**WHAT DO ALL THE PEOPLE KNOW** THE MONROES (Alfa ALF-7119)	63	8
71	**WORDS** MISSING PERSONS (Capitol PB-5127)	79	3
72	**SOMEDAY, SOMEWAY** MARSHALL CRENSHAW (Warner Bros. 7-29974)	86	2
73	**MEGA FORCE** 707 (Boardwalk NB7-11-146)	81	3
74	**STREET CORNER** ASHFORD & SIMPSON (Capitol P-B-5109)	77	4
75	**I REALLY DON'T NEED NO LIGHT** JEFFREY OSBORNE (A&M 2410)	83	4
76	**BLUE EYES** ELTON JOHN (Geffen 7-29954)	—	1
77	**I RAN (SO FAR AWAY)** A FLOCK OF SEAGULLS (Jive/Arista VS102)	90	2
78	**GLORIA** LAURA BRANIGAN (Atlentic 4048)	85	3
79	**TOO GOOD TO TURN BACK NOW** RICK BOWLES (Polydor/PolyGrem PD 2209)	82	3
80	**ENOUGH IS ENOUGH** APRIL WINE (Capitol B-5133)	89	2
81	**VALLEY GIRL** FRANK ZAPPA/MOON ZAPPA (Barking Pumpkin/CBS 4W9 03069)	—	1
82	**I WANT CANDY** BOW WOW WOW (RCA PB-13204)	68	8
83	**DANCE WIT' ME — PART 1** RICK JAMES (Gordy/Motown 1619GF)	72	8
84	**BREAK IT UP** FOREIGNER (Atlantic 4044)	74	10
85	**DON'T TALK TO STRANGERS** RICK SPRINGFIELD (RCA PB-13070)	66	20
86	**867-5309/JENNY** TOMMY TUTONE (Columbia 18-02646)	73	26
87	**I LOVE ROCK 'N ROLL** JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-135)	75	24
88	**NOW OR NEVER** AXE (Atco 7408)	—	1
89	**FOOLIN' YOURSELF** ALDO NOVA (Portrait/CBS 24-03001)	—	1
90	**LOVE OR LET ME BE LONELY** PAUL DAVIS (Ariste AS 0697)	—	1
91	**I'LL FIND MY WAY HOME** JON & VANGELIS (Polydor/PolyGram PD 2205)	70	9
92	**STONE COLD** RAINBOW (Mercury/PolyGrem 76146)	69	13
93	**WHY** CARLY SIMON (Mirage/Atlentic WTG 4051)	98	2
94	**MURPHY'S LAW** CHERI (Venture VD-5019)	87	14
95	**MAN ON YOUR MIND** LITTLE RIVER BAND (Capitol P-B-5061)	71	16
96	**LOVELINE** DR. HOOK (Casablanca/PolyGrem NB2351)	94	6
97	**OUTLAW** WAR (RCA PB-13238)	99	2
98	**NO ONE LIKE YOU** SCORPIONS (Mercury/PolyGrem 76153)	92	6
99	**EMPTY GARDEN (HEY HEY JOHNNY)** ELTON JOHN (Geffen GEF 50049)	88	18
100	**GET DOWN ON IT** KOOL & THE GANG (De-Lite/PolyGram DE 818)	93	21

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Abracadabra (Sailor — ASCAP) 11
After The Glitter (Welsh Witch — BMI) 46
Always On (Screen Gems — EMI/Rose Bridge — BMI) 37
And I'm Telling (Dreamgirls — ASCAP/Dreamettes — BMI) 67
Angel In Blue (Center City — ASCAP) 52
American Music (Ensign/Parker McGee — BMI) .. 30
Any Day Now (Intersong — ASCAP) 15
Be Mine Tonight (Stonebridge — ASCAP) 51
Blue Eyes (Intersong — ASCAP) 76
Body Language (Queen Music Ltd.) 45
Break It Up (Somerset Songs/Evansongs Ltd. — ASCAP) 84
Caught Up (Rocknocker/Easy Action/WB Music — ASCAP) 9
Crimson And Clover (Big Seven — BMI) 47
Cutie Pie (Duchess (MCA) Perk's — BMI) 48
Dance Wit Me (Jobete + Stone City — ASCAP) ... 83
Dancing In (Jobete —ASCAP/Stone Agete—BMI) . 55
Do I Do (Jobete + Black Bull — ASCAP) 16
Don't Talk (Roble Porter — BMI) 85
Don't You Want (Virgin/Chappell/Sound Diegrams —ASCAP) 1
Early In The Morning (Total Experience — BMI) ... 35
Ebony And Ivory (MPL Communications — ASCAP) 6
867-5309/Jenny (New Daddy/Unichappell/Tutone-Keller — BMI) 86
Empty Garden (Intersong — ASCAP) 99
Enough Is Enough (Northern Goody Two-Tunes Ltd. — ASCAP/CAPAC) 80
Even The Nights (Hall-Clement — BMI) 17
Eye In The Sky (Woolfsongs Ltd./Careers — BMI) . 66
Eye Of The Tiger (Holy Moley/Rude — BMI/WB/Easy Action — ASCAP) 4
Foolin' Yourself (ATV Music — BMI) 89
Forget Me Nots (Baby Fingers — ASCAP/Freddle Dee BMI) 23
Get Down On It (Delightful/Second Decede — BMI) 100
Gloria (Sugarsongs — BMI) 78
Going To A Go Go (Jobete — ASCAP) 24
Hard To Say (Double Virgo — ASCAP/Foster Freeze — BMI) 20
Heat Of (WB/Almond Legg/Ackee — ASCAP) 38
Hold Me (Fleetwood Mac — BMI/Red Snapper — ASCAP) 7
Hooked On Swing (Various — ASCAP/BMI) 41
Hope You Love Me (Irving — BMI) 63
Hot In The City (Rare Blue/Boneldol — ASCAP) ... 64
Hurts So Good (Riva — ASCAP) 3
I Found Somebody (Red Cloud/Night River — ASCAP) 27
If The Love Fits (Michael O'Conner — BMI/O'Conner Songs — ASCAP) 36
If You Want My Love (Adults/Screen Gems — EMI (BMI)) 49
I'll Find My Way (WB/Toughknot Ltd./Spheric B.V. — ASCAP) 91
I Love Rock (Finchley—ASCAP) 87
I Ran (Zomba Ent. — BMI) 77
I Really Don't (Overdue Adm. By Warner Bros./Almo/March 9 — ASCAP) 75
Island Of Lost Souls (Monster Island/Rare Blue — ASCAP) 58
It's Gonna Take (Vogue — BMI) 56
I've Never Been (Stone Diamond — BMI) 61
I Want Candy (Web IV and Grand Canyon — BMI) . 82
Keep The Fire (Fate — ASCAP) 12
Kids In America (Finchley — ASCAP) 43
Landslide (John Farrar — BMI) 57
Let It Whip (Ujima/Macvacalac — ASCAP) 13
Love Is In Control (Yellowbrick Road — ASCAP/GRAGER — BMI/Rodsongs PRS) 39
Love's Been (Bobby Goldsboro /House of Gold — ASCAP/BMI) 5
Loveline (Deb Dave/Briar Patch — BMI) 96
Love Or Let (Porpete/Clarence Scarborough — BMI)90
Love Plus One (Bryan Morrison — ASCAP) 53
Love Will Turn You (Lionsmate/Deb Dave/Briarpatch — ASCAP/BMI) 29
Making Love (20th Century-Fox/New Hidden Valley — ASCAP/Begonia Melodies/Fedora—BMI) 68
Man On Your (Screen-Gems — EMI (BMI)) 95
Mega Force (BMI) 73
Murphy's Law (Hygroton/Lopressor — Pro/Paddle — BMI) 94
Nice Girls (Intersong — ASCAP) 33
No One Like You (Summer Breeze — ASCAP) 98
Now Or Never (Bobnal — BMI) 88
Only The Lonely (Clean Sheets — BMI) 10
Outlaw (Far Out — ASCAP/Milwaukee — BMI) 97
Out Of Work (Bruce Springsteen — ASCAP) 32
Paperlate (Pun Music — ASCAP) 40
Personally (Tree/Five Of A Kind — BMI) 14
Play The Game (Don Kirshner/Blackwood/Fifty Grand — BMI) 22
Right Kind Of Love (Narrow Dude/Bonnie Bee Good/WB Music — ASCAP) 60
Rosanna (Hudmar — ASCAP) 2
Route 101 (Irving/Calquin — BMI) 50
Sittin' On (Silver Sounds/Spectrum VII — ASCAP) 59
Someday, Someway (Belwin — Mills/MHC — ASCAP) 72
Still They Ride (Weed High Nightmere — BMI) 25
Stone Cold (Thames Talent — ASCAP/Lyon Ferm — BMI) 92
Street Corner (Nick-O-Val — ASCAP) 74
Tainted Love (Equinox — BMI) 8
Take It Away (MPL Communications — ASCAP) .. 31
Take Me Down (Chinnichap — BMI) 18
The Other Woman (Raydiola — ASCAP) 42
Think I'm In Love (Gractonca — BMI) 44
This Man Of Mine (Strange Euphoria/Sheer/Know — ASCAP) 54
To Dream (Rare Blue — ASCAP) 62
Too Good To Turn (Muff — BMI) 79
Vacation (Some Other/Daddy-Oh/Lypsinc — ASCAP) 28
Valley Girl (Munchkin Music) 81
Wasted On The Way (Putzy Putzy — ASCAP) 21
What Kind Of Fool (Roble Porter — BMI) 19
What Do All (Dode + MAM + Nineteen Eighty — ASCAP) 70
When It's Over (Blackwood/Dean Of Music — BMI/April/Duke Reno — ASCAP) 69
Who Can It Be (April Music Pty. — BMI) 65
Why (Chic — BMI) 93
Words (Private Life/Private Parts — ASCAP) 71
Your Imagination (Hot-Cha/Unichappell — BMI) .. 34
You Should Hear (Warner-Tamerlane/Body Electric/-Snow — BMI) 26

= Exceptionally heavy radio activity this week

= Exceptionally heavy sales activity this week

Retailers Predict Cassette Sales To Match LPs This Year

by Jim Bessman

NEW YORK — Sales of prerecorded cassette tapes are approaching parity with album sales and may even overtake them by the end of the year, according to a **Cash Box** survey. Dealers who were caught by surprise by last summer's heavy increase in cassette sales are ready for this summer's repeat with more stock and promotions, and some report that new cassette titles are already outselling album counterparts. Manufacturers, they say, also see the trend and are offering special programs to spur cassette sales.

"The trend is changing so dramatically that it's hard to keep up with," observed Steve Bennett, director of purchasing for the Record Bar chain. To adjust, initial cassette allocations for new releases are way up at the chain, as is the pace in restocking cassette inventory to capitalize on demand. The results, reported Bennett, are indeed dramatic: Within the last few months, the album-to-cassette sale ratio has narrowed 50% from 2-1 to 1.5-1, with new releases nearing the 50-50 split. In many instances, stores are reporting cassettes outselling albums by a good margin, while reorders find cassettes heavily exceeding LPs.

Cassettes Explode

Bennett said that while the trend toward cassettes has been evident for quite awhile, only in the last three to four months have cassette sales "exploded," with some cassettes outselling LPs. "Each week we chart a certain number of titles at all our stores," he explained. "For example, last week Loverboy sold 660 albums to 1,167 tapes. For .38 Special it was 670 albums to 1,134 tapes. Van Halen is running 2-1 tape to album. One store in a tourist-type area sold 10 Loverboy albums and 60 cassettes!"

One year ago, Record Bar sold 60 albums to every 40 tapes. "There's been a 20% turnaround in favor of cassettes to albums," concluded Bennett.

Lee Cohen, vice president of marketing at the Licorice Pizza chain in Los Angeles, reported that the increase in cassette sales, which began just before summer, has brought a range in sales of Top 30 hit titles from 60-40 albums to cassettes to 50-50. "Many hits sell more cassettes than albums, especially in heavy rock 'n' roll titles," said Cohen. "I would have thought that MOR titles would be the big sellers, but it's titles by artists like Joan Jett, Foreigner and Missing Persons, who are big out here, that appeal to the younger audience that goes to the beach with their Walkmans."

At Everybody's Records in Portland, Ore., executive vice president Michael Reff said that cassette sales, which are always up at summertime, were now at 35-40% of total sales, up from 25-30% last summer. "In the stereo industry, tape units and personal and car players are the only things that still sell," he said in explaining the configuration's increased popularity.

Over at the Stark/Camelot chain, catalog buyer Bob Varcho said that cassette sales were "terrific" and that 5,000-6,000 new titles had been added in the first quarter of this year. He said that the 3-2 album-to-tape ratio is narrowing, and that company vice president of purchasing Joe Bressi predicts that cassettes will overtake albums by the end of the year. Some albums like "Asia" are already being outsold by their cassette equivalents.

Varcho joins Reff and other retailers in attributing much of the cassette demand to the success of the Walkman-type portables. "Cassettes are convenient," he explained. "You can use the same configuration in your home and car, and then you can listen to them anywhere on the portables." He added that a new generation had grown up with cassettes and was comfortable with them. "I grew up with an 8-track player. My son uses a portable."

The increasing obsolescense of 8-track tapes was also mentioned by many as a factor in increased cassette sales this summer.

"We've weeded out most of our 8-tracks to only about 50 hot titles and no deep catalog," said Varcho, citing the "space problem" caused by the bulky configuration. "We've also recommended in our store signs the cassette configuration as opposed to 8-tracks, and explain why there are so few 8-tracks available."

The Lanham, Maryland-based Harmony Hut chain is also downplaying 8-tracks in its stores and discourages the outlets from obtaining them by no longer stocking any in the central warehouse. Thus they must deal directly with manufacturers and are often unable to meet the minimum order.

Label Programs

The swing to cassettes from albums and 8-tracks has not gone unnoticed by manufacturers, and most dealers report special programs being offered to spark

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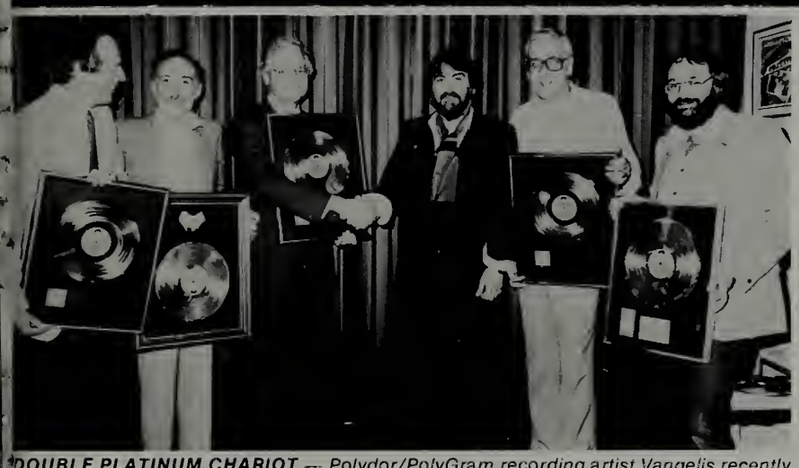

DOUBLE PLATINUM CHARIOT — *Polydor/PolyGram recording artist Vangelis recently was presented with platinum albums from the U.S. and U.K. as well as a double platinum award from Australia for his* Oscar-winning soundtrack to Chariots Of Fire. *Pictured at the London ceremony are (l-r): Tim Harrold, president, Polydor International; Jiannus Zographus, Vangelis' manager; Guenter Hensler, president and chief operating officer, PolyGram Records, Inc.; Vangelis; A.J. Morris, managing director, Polydor Ltd., U.K.; and Jim Cook, creative director, Polydor Ltd.*

Universal Clarifies Intent In Second Suit Against Sony

by Michael Glynn

LOS ANGELES — Universal City Studios filed its second lawsuit against Sony Corp., its advertising agencies and four of its retailers in U.S. District Court here July 1, based on their manufacturing, advertising and sale of home off-the-air videotape recorders. The current suit covers the alleged infringement of some 6,000 copyrighted Universal works that have been televised since the first action (brought by Universal and Walt Disney Prods. in 1976) went to trial and, according to the complaint, has been filed now "in order to toll the statute of limitations applicable to such recording and copying while the foregoing action remains on appeal."

While the two suits are similar, the current complaint stresses that the plaintiff "does not seek relief herein against any homeowners who have purchased videotape recorders and videocassettes and used them only in their own homes to make off-the-air recordings of televised motion pictures for private noncommercial playback in their own homes." The first suit named William Griffiths, a private individual, as a co-defendant, but according to Stephen Kroft, the attorney from the Beverly Hills law firm of Rosenfeld, Meyer & Susman who is handling the case on behalf of Universal, it was "for purely technical reasons," in order to prove contributory infringement, and damages were not sought from Griffiths. Kroft added it was "not necessary" to name a private citizen in the present action.

The complaint further makes clear that while the plaintiff "contends that such recordings constitute infringements of its copyrights in such motion pictures," it "seeks relief herein with respect to such

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Retailers Give Mixed Reviews To Black Music Month

by Michael Martinez

LOS ANGELES — Assessments of major label campaigns supporting black product during Black Music Month in June were divided, with smaller dealers noting that label programs were "spotty" and did not compare to past campaigns and major chains claiming a slight improvement over record company participation in previous years.

According to a **Cash Box** survey, many of the label campaigns for Black Music Month fell short of their projected goals. Major labels this year targeted the mom & pop stores as the primary focus of their campaigns for this period (**Cash Box**, May 22 and May 29).

However, black dealers reported that while some labels would support black product with advertising, merchandising and promotional events, other labels were quiet in their support. Of the labels with Black Music Month programs — including CBS, the WEA labels, RCA, Capitol, PolyGram, MCA and Motown — none were reported to have successfully waged the campaigns nationwide, except through national chains.

Many of the black dealers contacted in the survey noted that June was the worst sales month in recent years, partially accounting for the inability of black dealers and one-stops to buy-in substantially on product featured in the campaigns.

But despite the debilitating effects of the current economy — particularly rising unemployment and product costs — many of those contacted did not feel that there was enough public awareness of Black Music Month to make it a significant event.

In some cases, where labels did not provide adequate media dollars to raise public fervor over the month, dealers reported that they did their own advertising to create an excitement about it.

'Complete Failure?'

"We went to a $6.98 across the board on our product," said Keith Hudson, general manager of Ted's One-stop, which serves the St. Louis area. "We spent our own money on advertisement highlighting Black Music Month, but we didn't spotlight any titles because we didn't get the support this

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Country Promoters Back Away From Outdoor Festivals

by Tom Roland

NASHVILLE — After country festivals made a dismal showing last summer, the number of massive outdoor events has dwindled this time around, with booking agencies relying mostly on auditorium shows, club dates and fairs to form the nucleus of the country artists' tour schedules during the hottest months of the year. Officials with the major talent agencies in town seem to generally agree, however, that while major country acts such as Alabama, the Oak Ridge Boys, Conway Twitty and Barbara Mandrell are experiencing phenomenal years, the medium- and smaller-priced acts are facing hard times with an economy that limits the percentage of income that fans are able to spend on entertainment.

"There's a lot of clubs going out of business, and there's a lot of promoters that are doing shows and losing money," commented Tony Conway, vice president of Buddy Lee Attractions, "and it's not necessarily the drawing power of the artist. It's just that people cannot afford to buy tickets. We just had a show we cancelled in North Carolina last week that was a very good package — Ed Bruce, David Frizzell & Shelly West and Terri Gibbs — and the tickets were very reasonable, $8 in advance in a 6,000-seat auditorium. A week before the show, they'd only sold 388 tickets. That tells you right there that there's a problem with the economy. It's not the drawing power of the acts, and it's not the promotion of the show; it's just that people cannot afford to go to the shows."

Yet Conway claimed that his bookings for the summer were up over the same period last year by an estimated 20%. "I think everybody was kind of waiting for the recession to be over by summer," he suggested, "and hoping that people would be in a great mood and want to go to a lot of shows and go buy a lot of tickets to fairs and parks, so they bought a lot of shows this summer."

Fairs Encouraging

As a result, Conway felt that interest in fairs had shown a phenomenal increase. "A lot of the state fairs that we're doing this summer, ticket sales are way ahead of last year or years past," he said. "We don't understand it. The good thing about a state

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BUSINESS NOTES

Dealers Begin Boycott Of RCA Prices

NEW YORK — Follow-up calls to prominent record retailers and wholesalers around the country who pledged to boycott the recent RCA album price hike of 2.1% find that some are going forward with their plans. While the retailers report no backing off by RCA, they reported that A&M, which is distributed by RCA and thus is affected by the hike, has in some cases offered a three percent discount from the new base price on LP configuration only.

RCA's June 17 announcement that it would raise its price on most album and tape product by 2.1% on July 1 was met with anger by retailers, many of whom said they simply would not purchase product at the new price (**Cash Box**, June 26). In interviews last week, Barrie Bergman, president of the Record Bar chain, and David Lieberman, chairman of rack giant Lieberman Enterprises, both confirmed that they had not bought any RCA album product since the price hike.

"I can't pay the new price and I can't get the old price," said Lieberman. "I'm just buying singles and midlines and hoping they'll see the light." Apparently, A&M has "seen the light," as that label has attempted to countermand the boycott with a special price. Both Record Bar and Lieberman Enterprises reported that they have continued to buy A&M product.

On the wholesale front, John Jackson of John's Music One-Stop in Los Angeles told **Cash Box** that he has elected to absorb the price hike himself instead of passing it along to the mom & pop stores that make up the bulk of his clientele.. Jackson said that with retailers already pricing product close to list, he would rather risk working on a smaller profit margin than encourage a decrease in his volume of sales.

CBS, Coleco Vid Game Pact Reported

NEW YORK — CBS Inc. has signed an agreement with Coleco Industries, Inc. to be the exclusive foreign distributor everywhere except Canada and Japan for the ColecoVision video game system and cartridges. Under the pact, both Gabriel Industries, a division of CBS/Columbia Group, and CBS Records International (CRI) will market ColecoVision.

The agreement also calls for CBS to become exclusive distributor in the same areas for the Atari Video Computer System and Mattel Intellivision video game systems.

Simultaneously, Coleco will be sub-licensed to program and market for the ColecoVision system on a worldwide basis, the home video and computer cartridges licensed by CBS from Bally Manufacturing Corp.

Through the use of an expansion module, ColecoVision is the first video game system that can play cartridges created for other video game systems, specifically the Atari. In addition, Coleco announced that by 1983 it will market a module that makes ColecoVision a personal computer.

Commenting on the agreement, Thomas H. Wyman, president, CBS, Inc., said that "the Coleco arrangement is one of three interrelated moves in CBS's strategy to become a major participant in the video game industry on a worldwide basis." In April, CBS pacted with Bally to manufacture and market coin-operated electronic amusement games. That same month, CBS also signed a letter of intent to acquire the Ideal Toy Corp., whose operations will be used for international distribution of video games and toys.

Coleco's line of home video games features cartridges based on such licensed coin-operated arcade games as "Donkey Kong," "Zaxxon" and "Turbo." It also features cartridges based on movie and character licenses, including Smurf, and sports, strategy and play and learn themes.

CEO Awaiting New Tax Bill Draft

LOS ANGELES — Having successfully moved its legislative proposal through the California Assembly, the California Entertainment Organization (CEO) is currently waiting for the Senate Revenue and Taxation Committee to hear AB 2871, the Assemblywoman Gwen Moore-sponsored measure drafted to alter application of the state sales tax law that greatly increases taxes for independent record producers, among others.

According to David Rubinson, Bay Area-based music impresario, the bill was recently heard by the committee, which deferred a vote on the measure pending a return from vacation. Rubinson said the committee is set to reconvene for a vote on AB 2871 during the first week of August. From there, if the measure is passed, the bill will go to the State Senate Finance Committee, and if it leaps that obstacle, on to the Senate floor. If passed there, the governor would then have to sign the measure into law.

Rubinson said that the measure is expected to pass because legislators generally believe that a 1975 amendment to California tax law has been misinterpreted by the State Board of Equalization, which has maintained that all expenses leading to the fabrication of a master tape — especially as it applies to independent producers, production companies, engineers and studios — are subject to sales taxation, retroactive to 1976.

He said that the Moore measure would clarify and settle the dispute and establish the true intent of the 1975 tax amendment that was drafted by Sen. Harold Robbins (D-Los Angeles).

Rubinson added that although the CEO has "taken the ball from deep in our own end zone to the opponent's five yard line, we need money to take it over the goal.

"The attorney fees for this fight have been high, and we need some funds to finish this fight," he added, noting that two benefit concerts have been planned and artists have already pledged support for the events that will be confirmed in the near future.

Midwest Music Exchange Accepting Applications

LOS ANGELES — Registration applications are now being accepted for the inaugural Midwest Music Exchange (MMX) symposium scheduled for July 25-27 at the Bismarck Hotel in downtown Chicago. MMX, according to the sponsors, will attempt "to create awareness, exchange ideas and foster connections within all facets of the industry" and "to lead resource to resource, introduce today's movers and shakers with the talent and talent-developers of tomorrow."

Among the speakers added to the agenda since the initial announcement in April (**Cash Box**, April 17) are arranger/producer Tom Tom 84; Howard Klein, president, 415 Records; *New York Rocker* publisher/editor Andy Schwartz; Robin McBride, president, VU Records and Bird Prods. and president, Chicago chapter, National Recording Academy; Steve Fingerett, regional promotion director, Warner Bros.; and engineer Larry Huerta.

Registration applications and other information can be obtained by contacting MMX at Midwest Music Exchange, 704 N. Wells St., Chicago, Ill. 60610 or by calling (312) 440-0860.

Dan Davis

Davis Named Video Marketing VP At Capitol

LOS ANGELES — Kicking off an intensified effort to penetrate the home entertainment video marketplace, Dan Davis has been named to the post of vice president, video marketing, at Capitol Records.

In his new position, Davis will assume responsibility for the sales and distribution of Thorn EMI Video Programming Enterprises (TEVPE) releases of home computer video games software and music and feature films videocassettes. In addition, he will also be involved in the acquisition of new product to add to the company's video games and videocassettes lines.

Based in the Capitol Tower in Hollywood, Davis will report to Don Zimmermann, president, Capitol/EMI America/Liberty Records Group. Announcements of a national sales manager (to work with Davis in Hollywood) and five regional sales representatives to handle distribution and sales of TEVPE and other lines will be forthcoming.

Prior to his appointment, Davis, an 18-year veteran of the music business, served as vice president, creative marketing, for Capitol. In that capacity, he was responsible for the creative services, merchandising & advertising, press & artist development and film & video production departments.

Record Pressers Raising Prices

by Jeffrey Ressner

LOS ANGELES — Following a July 1 move by the chief suppliers of pressing compounds to raise their prices 3½ cents per pound, record pressers said they will pass the hike on to their clients with an increase of approximately 1½-2 cents per LP shortly, with many independent pressers enacting the hikes by July 15.

Both co-polymer and homo-polymer — the two essential blend resins that comprise the essence of recording vinyl — manufactured by such large synthetics conglomerates as Shell and Dow Chemical have met with cost increaes, and the 3½ cent jump is said to be the largest rise in vinyl charges in nearly 24 months. A majority of pressers stepped up their prices around 2% in early 1982, but major hikes were avoided because of the oil glut on the world market and the soft state of the record industry.

The suppliers, including Keysor Corp., Tenneco Chemical and Lenahan Plastics, explained that recent escalations in the costs of raw materials, labor and transportation led to the elevation in phonograph record compound components. Following the official announcements by the companies, indie disc manufacturers' reactions were fast and furious.

"I don't like it," remarked Dick Meizner, president of the pressing division of Elec-

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REVIEWS

ALBUMS

FEATURE PICKS

POP

SCREAMING FOR VENGENCE — Judas Priest — Columbia FC 38160 — Producer: Tom Allom — List: None — Bar Coded

The title tells all. Proclaimed by loyal fans to be the heaviest, most metallic group on the planet, Judas Priest is archetypal skull-smashing rock that likes to think of itself as "the real populist music" of our era. With screaming cuts entitled "(Take These) Chains" and "Pain and Pleasure," who are we to argue? Loud at any volume, the hell-raising combo once again shows lots of sympathy for the devil, but little for the ear-drums — a major factor in its widespread success to date.

COUNTING THE BEAT — Swingers — Backstreet BSR-5328 — Producer: David Tickle — List: 8.98 — Bar Coded

Fronted by Phil Judd, one of the founders of New Zealand's Split Enz, this Aussie outfit's initial entry into the American market caters primarily to adventurous lovers of modern quirk-rock who like their tunes marked by bizarre time signatures and tribal influences. The title number topped the charts in Australia for two months and, although lightning rarely strikes twice in the same spot, Backstreet is bound to give the swinging single close attention to make sure it receives a wide audience here in the states. Other worthwhile ditties are "The Flack" and "True Or False."

CONVERTIBLE MUSIC — Josie Cotton — Elektra/Asylum 60140-1 — Producers: Bobby and Larson Paine — List: 8.98 — Bar Coded

When Josie Cotton's inquiry, "Johnny, Are You Queer?" received extensive airplay on a L.A. progressive rock FM station, the song aroused such controversy that a group of irate citizens picketed the outlet's offices. In reality as inoffensive as apple pie, Cotton's homohip song and the remainder of the coming out LP are just about as sugary. Flanked by Bobby and Larson Paine, the team that furthered the musicianship of the Go-Go's and punketeers Fear, this debut is jam-packed with memorable teen-angst tales against a backbeat that just won't quit.

COUNTRY

GREATEST COUNTRY HITS — Brenda Lee — MCA MCA-5342 — Producers: Roy Chancey and Owen Bradley — List: 8.98 — Bar Coded

It's been more than 25 years since the nation was first introduced to Brenda Lee Tarpley through her Decca release of "Jambalaya" in 1956. This compilation stretches back just to 1973 in chronicling Lee's contributions to country, where the flaming-haired songstress has been able to draw on a significant number of top-name writers in furthering her longstanding career, including Bobby Goldsboro, Jimbeau Hinson, Ben Peters, Shel Silverstein and Kris Kristofferson.

THIS DREAM'S ON ME — Gene Watson — MCA MCA-5302 — Producers: Rusty Reeder and Gene Watson — List: 8.98 — Bar Coded

While many of country's top artists have adopted more of a pop sound in recent years, Gene Watson has remained true to his country roots and does likewise on his latest offering. While the album leans a little excessively towards ballads, his gentle tenor croonings are well-suited to the task. Watson's methods clearly reflect a deep respect for the material he works with as each tune is supported by an uncluttered arrangement that places emphasis on the melody.

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SUCCESS SYMBOLS

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REVIEWS

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BLACK CONTEMPORARY

WE GO A LONG WAY BACK — Bloodstone — T-Neck FZ 38115 — Producers: The Isley Brothers and McKinley T. Jackson — List: None — Bar Coded

One of the true mainstays of R&B radio playlists, Bloodstone's latest serves classic soul ballads on its first side with a twitchin' collection of party tracks on the flip. Assisted in the studio by The Isley Brothers, who have carved a permanent groove in the pop/dance hall of fame, the cooking quintet bops with "Nite Time Fun" and "Funkin' Around," while its more mellow collection of songs is highlighted by "Go On And Cry." Whether listeners prefer up- or mid-tempo B/C melodies, they'll find plenty here.

LEON WARE — Elektra E1-60050 — Producer: Leon Ware — List: 8.98

The second E/A release from this prolific songwriter/singer, Ware's toasty MOR&B is accompanied here by grandiose strings and performances by Rita Coolidge, Bonnie Bramlett, Flora Purim, Airto Moreiro and a clutch of superstar sidemen providing a natural accompaniment to the artist's easygoing delivery. "Can I Touch You There" and "Deeper Than Love" are only two of the more intriguing tracks, the former being a rhythmic romantic effort, and the latter striking a slower, relaxing mood. Pristine production by Ware assures plenty of B/C airplay with possible crossover into adult contemporary formats.

FIRST TAKE — The Valentine Brothers — Bridge Records BR-101936 — Producers: The Valentine Brothers — List: 8.98

Beginning with an "overture" that incorporates classical-sounding piano glissades with a smoky saxophone solo, The Valentine Brothers' most recent sojourn into R&B/jazz fusion is nothing less than an essential work for those interested in the genre. Co-produced and assisted on keyboards by Bobby Lyle, who's played with Norman Connors and has garnered critical kudos for his own solo voyages, the album focuses on the Valentine siblings' unique, silky-smooth vocals that exude both power and tenderness.

JAZZ

PORTRAITS — James Newton — India Navigation IN 1051 — Producer: Bob Cummins — List: 8.98

Since making his initial duo recordings with pianist Anthony Davis, flutist James Newton has continued to demonstrate that he is a player, leader and composer of exceptional insight and sensitivity. The four original compositions on "Portraits" demonstrate a commitment both to his instrument and to its place within the wider group context; his crystaline tone is strong enough to stand on its own merits, yet supple enough to bend to the rigors of group improvisation.

NEW AND DEVELOPING

GET IT ON CREDIT — Toronto — Network 60153 — Producer: Steve Smith — List: 8.98 — Bar Coded

Although upon first listening this Canadian-based quartet may sound like a cross between Pat Benatar and Heart, lead singer Holly Woods' vocal ability accrues its personal sassiness after a few spins on the turntable. This is the third LP from the hook-heavy, well-traveled pop outfit, and producer Steve Smith, who's worked with Bob Marley, Robert Palmer and Traffic, has sculpted the uptempo disc to blend in with the score of other gutsy girl groups currently in vogue on Top 40 and AOR. Prime picks include "You're a Mystery to Me" and "Break Down The Barricade."

HEARTBEATS AND TRIGGERS — Translator — Columbia ARC 38162 — Producer: David Kahne — List: None — Bar Coded

The initial entry of Columbia's recent pact with San Francisco's indie 415 Records, this no-frills group (two guitars, bass, drum) is nevertheless dynamic in presentation, at times recalling the Doors, other times offering David Byrne-like vocal transmigrations. A glance at even the titles of Translator's compositions — "Dark Region," "Everywhere That I'm Not" and "Sleeping Snakes" — reveals the brooding, psychogenetic qualities of its work. AOR, progressive rock and alternative PDs should appreciate this venture into rock's subconscious.

MARCELLA — Marcy Levy — Epic ARE 37688 — Producers: John Boylan and Frank Rand — List: None — Bar Coded

Dramatic she-rock draped with laserlike synth buzzes and consistent skin backing streamlines this debut, and encouragement by saxman Tom Scott and bass ace Bob Glaub on some numbers add a needed warmth to the simple lyric quality. Digital mixing techniques are put to fine use, each cut having a full-bodied bite that captures Ms. Levy's mature, emotionally-shaded voice. Perhaps best known for her collaboration with Eric Clapton on "Lay Down Sally," the artist's exceptional voice seems to pounce out of the speakers.

SINGLES

OUT OF THE BOX

ELTON JOHN (Geffen 7-29954)
Blue Eyes (3:25) (Intersong Music — ASCAP) (E. John, G. Osborne) (Producer: C. Thomas)

John follows his Lennon tribute, "Empty Garden," with an elegant ballad that sets an atmosphere reeking of romance as the piano man tickles the ivories in a satisfied state of love. Mellow it may be, but pop and A/C are jumping on the tune like crazy. Elton, as he sings here, is truly "home again."

FEATURE PICKS

POP

STEVE FORBERT (Nemperor ZS5 02990)
When You Walk In The Room (2:32) (Unart Music Corp. — BMI) (J. DeShannon) (Producer: S. Burgh)

A graceful cover of the Jackie DeShannon tune that was one of the last hits for The Searchers, Forbert's rendition also owes a bit to a version of the song from Springsteen's "Born To Run" tour in 1975.

JOAN JETT & THE BLACKHEARTS (Boardwalk NB-11-150-7)
Do You Wanna Touch Me (Oh Yeah) (3:24) (Duchess Music Corp. (MCA) — BMI) (G. Glitter, M. Leander) (Producers: K. Laguna, R. Cordell)

Rock radio continues to spin Jett's unreleased version of "Summertime Blues," while her label, Boardwalk, goes back to the "Bad Reputation" LP for her cover of Gary Glitter's rock thumper. It's a natural since Jett's sound owes a great deal to Glitter's distinctive style, with its accent of heavy echo and big beat.

JOHN DENVER (RCA JH-13270)
Seasons Of The Heart (3:49) (Cherry Lane Music Pub. Co., Inc. — ASCAP) (J. Denver) (Producers: J. Denver, B. Wyckoff)

The cynical may never take Denver seriously but, corny or not, the man has stuck by his style regardless of changing trends. Here he takes a simple, unadorned ballad dealing with the winter season of a relationship. Those not too jaded to allow themselves a bit of sentimentality will appreciate the message.

JOHN WILLIAMS (MCA MCA-52072)
Theme From *E.T.* (3:20) (Music Corp. of America (MCA) — BMI) (J. Williams) (Producer: none listed)

Sweet celestial violin arpeggios have replaced the big brass flourishes, but it still sounds like variations on the *Star Wars* theme. Not to say it's bad, it's just what one has come to expect from a John Williams score nowadays.

ALAN ANTHONY (Chalet C-1227)
Turn Back The Hands Of Time (3:30) (Six Continents Music/Jardan Music/Warner Tamerlane Music Publishing — BMI) (Thompson, Daniels) (Producer: V. Anthony)

A marching, bass-heavy cover of the old Tyrone Davis soul shouter, it's slicker than the original with a chirpy female backup chorus and a dance-oriented beat. Anthony gives a very creditable performance on this B/C dancer.

COUNTRY

MICKEY GILLEY (Epic 14-03055)
Put Your Dreams Away (3:19) (United Artists Music/Lion Hearted Music/Ides of March Music — ASCAP) (R. Leigh/W. Holyfield) (Producer: J. E. Norman)

Another sure chart-topper for Gilley and producer Norman. This song written by Richard Leigh and Wayland Holyfield is carried in the style that has become so indicative of Gilley and is sure to infatuate listeners.

JENNIFER (WITH MOM AND DAD) (Capitol P-B-5143)
Jennifer (Fly My Little Baby) (2:37) (Waylon Jennings Music — BMI) (J. Colter, B. McDavid)

Although weak on the daughter's part, Waylon and Jessi carry this tune excellently. The harmonizing and rhythm tracks are catchy and easy to follow. The single is a cut off the current Jessi Colter LP.

BLACK CONTEMPORARY

JERMAINE JACKSON (Motown 1628MF)
Let Me Tickle Your Fancy (3:45) (Black Stallion Music — ASCAP/Fat Jack the Second Publ. Co. — BMI) (J. Jackson, P.M. Jackson, Jr., P. Sawyer, M. McLeod) (Producers: J. Jackson, B. Gordy)

The title cut from Jermaine's forthcoming LP is unique from a number of standpoints, not the least of which is the fact that members of Devo provide musical accompaniment. The sparse, wiry rhythm gives the tune a sound that leans decidedly toward Prince's own brand of funk.

O'BRYAN (Capitol 5117)
Still Water (Love) (3:59) (Jobete Music Co., Inc./Stone Agate Music Division — ASCAP/BMI) (W. Robinson, Jr., F. Wilson) (Producer: D. Cornelius, R. Kersey)

O'Bryan, the funk "Gigolo," turns soul crooner on this full-bodied cover of the Smokey Robinson tune, which was also a

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NEW FACES TO WATCH

The Monroes

The Monroes. The name brings to mind an early American pioneer family from a barely-remembered television series, or, perhaps, a country music group. Alfa recording act The Monroes is neither of these, but when the San Diego-based pop/rock quintet chose its moniker (none of the members was originally named Monroe), the intent was to establish an immediately recognizable all-American identity. It's just one part of the group's plan to capture the ears and imagination of the record-buying public.

"We're not in this business for ourselves and our musician friends," says bassist and chief songwriter Bob Monroe (he changed his name recently), in a rare moment of seriousness for the young band. Taking an obvious pride in The Monroes' aim-to-please attitude, he adds, "Commercial is not a dirty word to us."

Indeed, the group's first single, "What Do All The People Know," provided an auspicious debut, rising to the mid-chart level. That song's driving pop-/rock hook, like the other material on the Monroes' five-song mini-album, is filled with the sort of exuberance and energy that each member of the band has developed from live performing; in fact, The Monroes' experience playing in bar bands prior to the group's formation in January of last year had a very significant impact on the writing and recording of the demos that led to its signing.

Monroe, along with guitarist Rusty Jones, played in a succession of Top 40 "cover" bands after finishing high school, and although The Monroes is the first group they've been in to perform all original compositions, the two began writing and looking for musicians to play their songs during that period.

Keyboardist Eric Denton and drummer Jonnie Gilstrap completed The Monroes original quartet set-up, having also come up from the ranks of the S.D. club 'n' pub circuit, where they played in a band called Peter Rabbitt. Finally, lead singer Jesus Ortiz was added after a number of auditions, and The Monroes began working on an extensive and impressive 26-song demo tape. So impressive was the tape that not only did highly-respected veteran producer Bruce Botnick decide to take the band on after hearing it, but, according to Monroe, "some of the material from that eight-track demo was used on the LP."

Recording the demo itself was no easy task, however for while The Monroes all had experience performing live, the studio posed a major problem for at least one member. Ortiz, for some reason, froze up in front of a studio microphone and a professional hypnotist had to be called in before a note could be placed on tape. Even after Ortiz was cured, the band had signed with Alfa and work was begun on the mini-LP with Botnick producing, The Monroes returned again and again to live performance techniques to capture the sound they wanted for the record. At one point, the band went so far as to record a drum fill in the alley behind the studio to obtain the "live" feeling the self-titled deubt is imbued with.

"Basically, we're a live band which just went in to cut a record," sums up Monroe.

For now, The Monroes are supporting the recording with concert dates throughout California, having already opened for Rick Springfield in Santa Barbara and, most recently, appearing before Toto in San Diego. The group is also planning to start work on its first full-length album project in the weeks to come.

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SUCCESS SYMBOLS

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REVIEWS

SINGLES

(continued from page 8)

big hit for The Four Tops. The string and backup vocal arrangements are faithful to the original, while O'Bryan at times sounds like Stevie Wonder.

ZAPP (Warner Bros. 7-29961)
Dance Floor (Part 1) (3:57) (Troutman's Music Co. — BMI) (R. Troutman, L. Troutman) (Producers: R. Troutman, Z. Troutman)

The brothers Troutman take the long and winding groove through more high tension electronics on this track from "Zapp II." Roger, Larry and Zapp Troutman continue to display their many facets in the dance music area, especially in the integration of vocoderized vocals.

GEORGE DUKE (Epic 14-03043)
I Will Always Be Your Friend (3:27) (Mycanae Music Co. — ASCAP) (G. Duke) (Producer: G. Duke)

Musically, Duke continues to mine the same vein that delivered such past hits as "Sweet Baby" (by the Clarke/Duke Project) — more MOR than R&B with a high falsetto vocal chorus. Lyrically, it's about lovers drifting apart but promising eternal friendship. Sweet stuff for several formats from the "Dream On" LP.

NEW AND DEVELOPING

JACK QUIST (Memory Machine MMR1015A)
Memory Machine (2:54) (Contention Music — SESAC) (T. Harris) (Producers: S. Cornelius, M. Daniel)

This smooth, yet crisp production by Stan Cornelius should easily launch this new artist and new record label into the mainstream of country music. Quist sings this Ted Harris-penned tune about jukebox memories in a distinctive style.

MARCY LEVY (Epic 14-03035)
Close To Her (3:58) (Narwhal Music/Make-Zee Music — BMI) (M. Levy, R. Feldman) (Producers: J. Boylan, F. Rand)

The pre-release industry buzz has been strong on Levy's long-awaited solo debut and little wonder, considering her extensive credits as backing vocalist (Aretha Franklin, Leo Sayer, Jimmy Ruffin, Johnny Lee, etc.) and band work with such heavyweights as Seger and Clapton. "Marcella," both the LP and singer, fulfills the promise with such right-for-radio pop-/rockers as this single, which shows off both her vulnerability and power, her soft and sassy sides.

CBS, Al Ham Pact

NEW YORK — CBS Records Special Products and Al Ham Prods. have formed the Music-Of-Your-Life label. Under their exclusive agreement, Al Ham Prods. will handle A&R, while CBS will be responsible for packaging, pressing and distribution.

Al Ham Prods. syndicates the MOR Music-Of-Your-Life radio format to over 130 stations across the country. Pioneering in 1979 the format that includes pop music from the past four decades, Ham is credited with creating the current wave of nostalgia-oriented radio formats.

Ham, a one-time producer at Columbia, said, "We're proud of our valued new association with CBS and happy that we'll be able to make this timeless music readily available to our family of stations for use within their markets."

David Urso

Urso Named To Singles Promotion Position At E/A

LOS ANGELES — David Urso has been named to the position of vice president, promotion/singles, at Elektra/Asylum Records. Urso will be based at the E/A headquarters in Los Angeles.

Urso will report to E/A senior vice president, promotion, Jerry Sharell. His position parallels that of Burt Stein, vice president promotion/albums.

Urso began his career in the music business in 1971 as the Warner Bros. Records local promotion manager in his hometown of Detroit. A year later, he was named West Coast regional promotion manager for Warner Bros.

He served in a variety of promotion positions with Warner Bros. until 1978, when he joined Planet Records in the capacity of vice president/general manager. He returned to Warner Bros. in mid-1981 as vice president/national promotion, a position he held until his latest appointment.

Burks Named At Capitol Records

LOS ANGELES — Bill Burks has been named to the position of director, creative services, merchandising & advertising, for Capitol Records. His appointment followed the appointment of former vice president, creative marketing, Dan Davis to the post of vice president, video marketing.

Burks will be based at the Capitol Tower in Hollywood and will report to Walter Lee, vice president, marketing, Capitol. Burks will assume responsibility for all of the areas formerly covered by Davis, with the exception of press & artist development, which will report directly to Lee.

Prior to his new appointment, Burks held the position of art director at EMI America/Liberty. He held that post at EMIA/Liberty since the company was formed a few years ago.

Commenting on Burks' appointment, Lee said, "Bill Burks has performed commendably during his tenure at EMIA/Liberty, exhibiting strong creative qualities and a solid perception for the overview of the creative services functions. We are delighted to have him join us at Capitol."

Bill Burks

EXECUTIVES ON THE MOVE

Changes At RCA — Cynthia Spencer, previously with her own publicity company has joined RCA Records Nashville office as manager of press & publicity for the country division. Also announced was the promotion of Margaret Mercer to coordinator of merchandising and Randy Lavigne to advertising administrator.

Turner Named — Frank Turner has been appointed regional promotion manager in Atlanta for MCA Records. He previously held the same position in Atlanta with EMI-Liberty. Prior to that, he was general manager for Bang Records as well as serving in artist development, for eight-and-a-half years, at Warner Brothers Records.

Banks Named At BMI — Broadcast Music, Inc. has announced the promotion of Jean Banks to associate director, writer relations. She was previously executive assistant, writer relations.

Bourdon Joins CIR — Country International Records has announced the appointment of Tom Bourdon as vice president over sales and promotion. He formerly was with Port O' Call Records.

Changes At Activision — Activision, Inc. has added five new designers to its creative team. Kevin Kalkut, Dan Kitchen, Garry Kitchen, John Van Ryzin and Paul Willson will be based out of Activision's eastern design center in New Jersey. The additions of the five new designers bring Activision's total number of designers to twelve since Larry Kaplan, a founder and senior designer, left the company in late June to work with a new video game hardware enterprise.

Calbreath Promoted — At A&M Records, Gloria J. Calbreath has been promoted to director of A&R administration. Calbreath, who has been with A&M since 1979, previously held the position of A&R administration/manager.

BMI HONORS MOST PERFORMED SONGS *— The 128 writers and 85 publishers of 103 songs licensed for public performance by Broadcast Music, Inc. (BMI) received Citations of Achievement as the most performed songs in the BMI repertoire for 1981 at an awards dinner held in New York on June 15. Pictured in the* ***top row*** *are (l-r): Gabriel Vigorito, Delightful Music; George M. Brown and Robert Earl Bell, co-authors of "Celebration"; and Ed Cramer, president, BMI. Pictured in the* ***bottom row*** *are (l-r): Even Stevens, co-author of "I Love A Rainy Night"; Cramer; special guest Mayor Ed Koch of New York; and Cramer.*

Record Pressers Pass Along Vinyl Price Hike

(continued from page 6)

trosound Group, America's largest independent record presser. "Our increases will occur in mid-July and will be about a 2 cent rise for albums, and 1 cent for 7" 45s."

According to Meizner, who counts among his clients labels like A&M, RCA, Capitol and Arista, "The disc market now is tenuous. We've been trying to hold back prices, but things are going to change in two weeks. The oil situation seems to be changing day to day. Just watch the price per barrel, and it will give you an indication of what's going to happen with our pricing. There's a lot of spot market oil right now, that's what's really holding the price down. The economy is down all over so there's less uses for raw materials.

"All I can say is thank god for tapes," remarked the Electrosound head, whose firm went into production of audio tapes two years ago buying Capitol's Omaha, Neb. plant and has since acquired some independent tape manufacturing plants.

Joe Talbot, head of Nashville's Precision Records Pressing, Inc., said the price of pressing will go up 1½ cents across the board for LPs, with 45s facing a 1 cent jump. Talbot called the boost in price for vinyl compounds "the straw that broke the camel's back," adding that a 17% increase in natural gas prices, a 10-20% rise in electricity rates, and other expenses had been assimilated by company efficiencies but the cost of the components was so vital to his business that it could not be absorbed into operating costs without affecting clients.

Other record productions facilities, like The Bestway Group of Mountainside, N.J., expressed similar concern over the 3½ cent per pound leap by suppliers of compounds. "I'm shocked and dismayed," said Howard A. Massler, president of the firm, "but I'm not surprised. I knew it was just a matter of time until the manufacturers of PVC co-polymer and other blend resins would have to raise prices to cover their overhead. We're raising our prices July 15, the time when we project our current supplies will be depleted. Our pop records will increase by 1½ cents per record, but our 45s cost will remain the same because we use styrene for those and styrene prices have not gone up."

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Tickets will be hand delivered or mailed if not picked up in person when purchased.

ATLANTIC INKS CAMPBELL — *Now in his 20th year as a recording artist, Glen Campbell has signed with Atlantic Records. His nearly completed debut album for the label will be produced by Jerry Fuller and released in the early fall. Pictured celebrating Campbell's signing are (l-r): Stan Schneider, Campbell's business manager; Campbell; and Atlantic Records president Doug Morris.*

NYC New Music Seminar Agenda, Panels Announced

NEW YORK — The schedule of events and panelists for the third annual New Music Seminar, to be held here at the Sheraton Center Hotel July 19-20, has been set. Malcolm McLaren, manager of Bow Wow Wow and She Sheriff, will open the meet with a keynote address Monday, July 19, at 10:30 a.m.

From 11:30 a.m. to 1:00 p.m. Monday, College Radio and Video panels will be conducted simultaneously. Moderating the radio panel will be Robert Haber, Progressive Media. Panelists include Tami Heide, WMBR; Michael Lev, WNUR; Sal Locurto, WNYU; Keith Altomare, IRS Records; Norm Prusin, WUSB; Will Botwin, Side One Marketing; Larry Braverman, Elektra Records; Pete Standish, KUSF; Wade Tolleson, WRUM; and Eddie Mathews, WRBB.

The Video seminar will be moderated by Ed Steinberg, Rock America and Soft Focus. Panelists include Cynthia Friedland, USA Network/Night Flight; Jock McClean, CBS Cable; Chuck Mitchell, RCA Video Dist.; Tara Dennison, Stiff Records; Jack Millman, Video Music Int'l Ted Cohen, Warner Bros. Records; and Les Garland, Warner-Amex/MTV.

A Producers' Mini-Panel will be held from noon to 1:00 p.m. Panelists include Danny Heaps, Geffen Records; Martin Rushent, producer for Human League, Pete Shelley and Altered Images; John Luongo, Pavillion Records; and Kenny Laguna, producer for Joan Jett & The Blackhearts.

Mark Josephson of Rockpool will lead a Pool Directors Forum from 1:00 to 2:00 p.m.

From 2:00 to 3:30 p.m., an Album Radio Promotion seminar and a Talent & Booking seminar will take place. Moderating the Album Radio panel will be Jerry Jaffe, PolyGram Records. Panelists will include Michael Plen, IRS Records; Robyn Kravitz, Arista Records; Kenny Ryback, West Coast independent album promotion; Steve Smith, Album Network; George Gerrily, Warner Bros. Records; Harvey Leeds, Epic Records; and Jim Sotet, PolyGram Records.

Talent & Booking

The Talent & Booking seminar will be moderated by Ian Copeland, Frontier Booking Int'l Panelists will include Mark Zuffante, Cricket Talent & Booking; Wayne Forte, Int'l Talent Group; Frank Roccia, Peppermint Lounge; Bob Singermann, Blue Light; Ken Friedman, Bill Graham Org.; John Huey, Frontier Booking Int'l; and Bobby Startup, The Eastside Club.

From 3:00 to 4:00 p.m. a Battle of the DJs will feature Jazzy Jay, Whiz Kid and Charlie Chase.

Panels on Album Radio and DJs & Clubs will be presented from 4:00 to 5:30 p.m. Bill Hard, *FMQB Album Report* will moderate the Album Radio seminar. Panelists will include Oedipus, WBCN; Rick Carroll,

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Three Tape Pirates Sentenced In Chicago

NEW YORK — Three Chicago men were sentenced in the Circuit Court of Cook County, Ill., on July 2 following their convictions for felony theft in the unauthorized manufacture and sale of pirate Arabic tape recordings. Judge Roger J. Kiley sentenced Salem Arsham Zakarian, who owns Zakarian Tapes and Record Store in Chicago, to 30 months probation, one day-a-month in jail for a year, $5,000 in fines, and $10,000 restitution to be paid to Thomas Wiggins of Ninevah Records. Ninevah Records is a San Francisco-based independent label that distributes licensed product from overseas including Middle East and Near East product, and the victim of the unauthorized manufacture and sale.

Wahi Karabit, formerly a sales clerk at the Zakarian store, received 30 months probation and a $1,000 fine. Faried Saba, who worked at Alia Imports Record Store, failed to attend the sentencing and is being sought. Both the Zakarian and Alia Imports stores were raided in December, 1981, yielding over 789,000 priate labels, 2,500 pirate tapes, and 1,550 master tapes and various duplicating equipment. The materials were valued at $15.9 million by the Chicago Police Department.

In another anti-piracy action, Ralph "Buddy" Phillips, a North Carolina man charged in connection with the FBI Modsoun investigation into the East Coast counterfeit and pirate sound recording industry, has been convicted. He pleaded guilty in U.S. District Court for the Eastern District of New York on June 23, to charges of filing a false tax return in connection with the distribution of counterfeit sound recordings.

Phillips was the business associate and is the brother-in-law of Jerrold Pettus, a chief target of the Modsoun investigation which occurred over a 20-month period from 1976-1978. At that time Pettus was a major national distributor of pirate and sound counterfeit recordings. He pleaded guilty to charges of mail fraud, conspiracy and copyright infringement and is now serving a two-year prison term.

COAST TO COAST

EAST COASTINGS — Expect to see both an album and an American tour by **The Who**, possibly as early as September . . . A four-song cassingle by **The English Beat** is being bandied about as the possible successor to IRS/A&M's "Vacation" cassingle by **The Go-Go's**. Unlike the first, The English Beat tape would include two songs not slated for inclusion on the group's upcoming album . . . Island has inked Scotland's **Set The Tone** . . . **The Bush Tetras** is rumored to be having a tough time finding a home for its next album . . . IRS has inked Athens, Ga. sweethearts **R.E.M.** First release is a five-track EP entitled "Chronic Town," and set for a mid-August release. The label has also signed **Lords of The New Church** . . . Gotham's Plexus Records has obtained "You Scare Me To Death," a **Marc Bolan** compilation from Cherry Red in the U.K. . . . Wave Records has signed veteran R&B songstress **C.N. Lord**. First single is "You're The Only One" . . . New York cassette-only label. Reachout International Records has just released four new titles: "Coffee Break" by **Human Switchboard**; "Load And Go" by **The Scientific Americans**: "Future Funk/Uncut" by jazzer **Alfonia Tims And His Flying Tigers**; and "New York Thrash," a 22-song compilation featuring **Bad Brains**, **False Prophets**, **Heart Attack**, **Undead** and others . . . CBS Television aired a pilot for *The Rock 'N' Roll Show* on its wholly owned station this past weekend, with New York getting two showings, early and late evening, the later including a stereo simulcast on WNEW-FM. The half-hour magazine/feature program included interviews with the **Rolling Stones**, **REO Speedwagon**, **Asia** and **AC/DC**. Not exactly adventurous, but at least somebody's trying . . . Readers of this column may recall our mentioning the spat between Britain's **Anti-Nowhere League** and its label, Faulty Records, in which Faulty requested the quartet to clean-up the lyrics on several of its tunes following the banning of some of the group's earlier material. In response, the group took a flyer, leaving the label with no alternative but to continue pressing the record as it existed. While the label had little, if any idea where the bandmembers were, *East Coastings* did, as bassist **Winston** appeared miraculously on our doorstep one afternoon. As to the group's recent woes, the Leaguer had this to say about that: "The whole thing is just ridiculous. The lyrics aren't that bad, really, and people who buy our records expect to hear what they hear live. The LP is selling pretty well, too — about 1,000 a day in England — but the major stores want a cleaned-up copy. So Faulty was wary and they wanted a new version of 'Animal,' which has a couple of references to perversions. We did it because we thought it was fair, but then they asked us to clean up another track, 'Woman,' so we just disappeared. If it was just swearing for the sake of swearing, that would be one thing. But that's not what it is. Our music may be a little different, but we're not ready to clean it up. Every group progresses, but we want progress when we want to — we write our songs so people can hear what we are." To date, Faulty has released a re-recorded version of "Animal," with the rest of the LP remaining as is, and Winston returned to England the following day, where he was met at the airport by **Rat Scabbies**. All-in-all, a happy ending, with the band set to return to tour the U.S. in September with **The Defects**.

fred goodman

DURAN DURAN (REPEAT REPEAT) — *Capitol recording act Duran Duran recently performed at New York's Peppermint Lounge. The group's John Taylor (l) is shown shmoozing after the show with Island recording artist Robert Palmer (c) and Portrait's Peter Baumann (r).*

POINTS WEST — The longest and darkest total lunar eclipse in more than a century stole the limelight last Monday night (July 5), but for most of the Indie Day weekend, the sky was aglow with trad fireworks action. One of the most eye-popping displays in Southern California wasn't at a beach or park, though, but at the Rose Bowl on July 2, closing a four-act rock concert featuring **Aldo Nova**, **Triumph**, **Blue Oyster Cult** and headliner **Journey**. About 75,000 folks jaunted in from two o-clock in the afternoon until after 10 p.m., and they were rewarded with what promoter Avalon Attractions figured to be thirty grand of rockets, wheels and flares at the culmination of Journey's set. A brightly burning, multi-colored Journey logo provided the grand finale of the fireworks show . . . The Sunset Boulevard chic dance joint Club Lingerie set off musical pyrotechnics on the Fourth itself, as the red, white and blue-decked nitespot hosted some of Hollywood's finest rockabilly and blues acts. **Ray** "You're Never Too Old To Rock" **Campi** gave the audience a lesson on how to play slap bass while standing on the upright's body, and **James Harmon** belted out a batch of beefy blues/rock songs. **Phast Phreddie and his Precisions** opened the gala with a batch of Detroit via L.A. R&B tunes, and **Billy Sheets** closed the eve's lineup with an eclectic bottom-heavy bayou boogie session. All this, plus gratis weiners and burgers, for a mere sawbuck. How could you go wrong? . . . The San Luis Obispo, Calif.-based Nautilus Recordings company is readying a limited edition superdisc of **John Lennon and Yoko Ono**'s "Double Fantasy" LP, due to ship near the end of this month. The half-speed mastered platter was given special sonic attention by Ono and the record's co-producer, **Jack Douglas**, and will be pressed on top-grade, 100% pure Teldec vinyl. Also, the LP's original black and white cover art is specially highlighted with color pastels by Ono, and is going to list for Nautilus' usual $14.95 . . . **Sparks** sidemen **Leslie Bohem** and **David Kendrick**, a.k.a. **Gleaming Spires**, have a three-songer out on the spunky Posh Boy label: "Life Out On The Lawn." Weird thing is that it features an 80s synth-assisted version of **Bernstein/Sondheim**'s "Somewhere" done in a progressive MOR mode. Could sound interesting back-to-back with **Bowie**'s "Baal." . . . Congrats are heartfully extended to Atlantic west coast publicity charmer **Kathy Acquaviva** on her June 27 marriage to**Terrence Rawson** in Hollywood. The couple traveled to Hawaii post ceremony to soak up some rays and get away from it all . . . A birthday extravaganza was held July 7 for Madame Wong's booking agent and well-known L.A. bonvivant **Michele Meyer**, with **Carl Stewart**, **St. Vitus**, the **Ju Ju Hounds**, **Exiles** and **Johnny Lyon** taking part in the festivities at Wong's westside partypalace . . . **Sylvester Stallone**'s upcoming film *First Blood* will be scored by Oscar-winner **Jerry Goldsmith**, who also soundtracked *The Omen, Alien, Star Trek* and *Poltergeist* . . . **William Katt**, who appeared as **Sissy Spacek**'s prom date in the film *Carrie*, has been signed by MCA Records and has an album coming out in August entitled "Secret Smiles."

jeffrey ressner

N.Y. Kool Fest Draws 100,000

by Fred Goodman

NEW YORK — Declaring the program a success, promoter George Wein's Festival Productions reported this week that the Kool Jazz Festival in New York drew between 90,000 and 100,000 patrons. Held June 25 — July 4, the Festival presented dozens of concerts in Manhattan, Brooklyn, New Jersey and Saratoga and Purchase, N.Y., and combined with the success of the Kool Jazz Festival in Pittsburgh to counterbalance poor showings by Kool Festivals in Orlando and Philadelphia.

Much of the New York Festival's success was due to strong turnouts for outdoor programs at Waterloo Village in Stanhope, N.J. and The Saratoga Performing Arts Center in Saratoga Springs, N.Y. A third series of programs outside of New York City, at The Center for the Arts, State University in Purchase, N.Y. fell short of expected attendance. Festival Production's Mary Nee cited transportation problems as the major hindrance for the massive Purchase program, which featured more than 150 artists performing simultaneously at six sites.

"The biggest problem with the Purchase program is getting to it," said Nee. "George has already said that he has to do something about it for next year because you really have a problem if you don't have a car." Nee added that the Festival had tried to make arrangements with several bus companies to transport Festival-goers from a nearby train station, all to no avail.

In Manhattan, the Festival's major programs were split between Avery Fisher and Carnegie Halls, with such established, mainstream jazz artists as Buddy Rich, Ella Fitzgerald, and an all star salute to tenor saxophonist Lester Young drawing some of the Festival's best crowds. As in the past, the Festival employed co-producers from outside its organization to ensure a broadly mixed program.

"They gave me an enormous amount of cooperation," said Burt Korall, co-producer for the Buddy Rich Retrospective concert. "It was my thing, but it really became a mutual effort. Most of the co-producers didn't have the expertise and past experience, and the Festival people proved very professional and helpful. I really enjoyed it."

Complimenting the main programs were several smaller, specialized series, presented in conjunction with outside organizations and established promoters. A free series of outdoor concerts was held in Brooklyn's Prospect Park in conjunction

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Retailers Expect Cassette Sales To Reach Parity With LPs This Year

(continued from page 5)

sales.

Down in Texas, Steve Marmaduke, vice president of purchasing for the Amarillo-based Western Merchandisers, owners of the Hastings Books/Records/Video retail chain, revealed manufacturer use of discounts, dating and ad support in a "general push" for prerecorded cassette sales. "They want to fight home taping and push sales," he explained, but added that the focus was still on acts rather than configurations of their product.

Tom Kreppenneck, a buyer for the Buffalo, N.Y.-based Cavages chain, said that a month or so ago CBS had a five percent discount and extra 30 days dating for mostly best sellers in all categories. PolyGram recently offered a 3.8% discount on everything, albums and cassettes, and Warner Bros. gave five percent on top selling items in both configurations. "The labels are a lot more receptive to selling cassettes," he said. "It seems to be the biggest growth area."

Record Bar's Bennett felt that incentive programs from manufacturers were becoming more common. He said that earlier this summer one label listed specific cassette titles as available for purchase at net discount. And Licorice Pizza's Cohen reported cassette-only discount and dating programs and recalled that WEA had given an extra two percent on purchases if the store fixtures were open to the public.

Pat Myers, tape buyer for Harmony Hut, reported a five percent RCA discount on hot product and "usually some dating," along with cassette programs from other labels. "They realize and we've been telling them that we sell one cassette for every two albums, though in the last month it's more like 1.3 tapes to two albums," said Myers. She has seen orders from individual stores in the chain jump, for example, from 800 to 1,200 pieces of cassette product.

Dealer Promotions

Like many stores, Harmony Huts are beginning to promote cassette sales themselves to a greater extent than before. "We're constantly running tape promotions," said Myers, who added that when albums are promoted, the tape equivalents are always promoted along with them.

At Western Merchandisers accounts where, according to Marmaduke, cassettes already outsell albums by a 6-4 margin as tape traditionally is stronger than disc in Texas and the Southwest, open cases are being used as much as possible, especially in the racks. Tape print ads are now using cassette minis instead of album minis and are bringing in customers who now ask for the cassettes specifically.

Radio Doctors in Milwaukee has been running a promotion where customers bring in old or broken 8-track or cassette tapes in return for low-priced prerecorded cassettes. Merchandising coordinator Wendy Birky said that CBS originally sponsored the program, which will continue throughout the summer. At Stark/Camelot, Varcho reported a similar trade-in which gave customers $1 off on a dozen hot titles and most deep catalog for bringing in used tapes. He added that the 70,000 Classical Club mailing now features a group of cassettes separate from an album group "to emphasize that we do carry both." Like Western Merchandisers, Stark/Camelot is using cassette minis instead of albums in some ads.

At Licorice Pizza, in-store signs and ads are being directed towards cassettes, and the chain just completed its first all-cassette sale. The "Your Choice Cassette Sale," which was held for the 10 days leading up to July 4, encouraged customers to stock up on tapes for the holiday weekend by offering $1 off on each tape bought at regular price in groups of three or more. Everybody's Records has just begun a July tape sale offering all $8.98 lists at $5.99, and $5.98 lists at $3.99 except for WEA and RCA product, which is at $4.44.

Blank Tape

Besides the push on prerecorded cassettes, blank tape cassette sales are also being supported. Licorice Pizza's blank tape ads now say "blank cassettes" instead of "tape" to reinforce consumer identification with the configuration. Western Merchandisers is "out there promoting it left and right," according to Marmaduke, with "multi-packs, hard hitting ads and low-priced sales."

Record Bar has begun its July "Accessory Explosion," which is aimed at doubling the percentage of accessories sold, with blank tape a major product line included. Reade White-Spunner, manager

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Diana Ross
Miles Davis
Maze

GIANTS STADIUM, EAST RUTHERFORD, N.J. — It was 9:50 p.m. at Giants Stadium in the New Jersey Meadowlands Sports Complex, where a crowd filling two-thirds of the available 72,000 seats was tiring of watching hordes of yellow-shirted security and blue-suited cops descend on roughly one chain-snatcher every five minutes during a painfully long wait for Diana Ross following Miles Davis' set. Just when the boos started sounding an ominous note, Miss Ross herself addressed the troops from off-stage, explaining that the delay was due to malfunctioning stadium lights (they wouldn't go off) and that the show would start anyway. This dissipated the George Plimpton-produced fireworks display, but with only a few columns of sparks and fireballs shooting up from the deck above the stage, it couldn't have lived up to the buildup anyway. No matter, for when Ross finally emerged to the strains of "Ain't No Mountain High Enough" and took center stage in front of her conductor and 18-piece backup (which included the Juke Horns from Southside Johnny's Asbury Jukes), she provided enough razzle-dazzle in voice and dress to make up for it.

Luckily for those far, far from the stage, two huge projection screens were set up at either side for flashing headshots of Diana to the masses. Unfortunately there was a delay in the sound system such that she looked like she was lip synching during "Touch Me In The Morning," though this corrected itself as the concert progressed.

A high point was reached early on when Ross sang what she called her favorite song, "Reach Out And Touch (Somebody's Hand)," and had much of the seated audience on their feet singing along and swaying with hands clasped with each other and some on the field dancing in a circle. Here a gospel style chorus by backup singer Sharon Wade nearly stole the song from her, but she recovered immediately with a speeded-up Supremes medley consisting of "Reflections," "Baby Love" and "Stop In The Name Of Love." The slick, almost perfunctory delivery may have disappointed those old enough to have been there but the multitude of younger faces responded joyfully.

After a few numbers from her "Lady Sings The Blues" period followed by a costume change, Ross returned to the Supremes with "You Keep Me Hanging On," then concluded the show with tunes from her most recent period. "Mirror, Mirror" and "Inside Out" were superb as were the ensuing "Home" from "The Wiz" and "Why Do Fools Fall In Love." The set ended with a lengthy "Work That Body," in which she stripped down somewhat to lead a dancercise class from the stage. Final encore was "Endless Love," with backup singer Bobby Glen taking the Lionel Richie part.

Frankie Beverly & Maze's mellow funk groove started things off at 6:30 while most of the crowd was still filing in. Outside of Beverly's kelly green leather garb, he and the group was barely noticeable until he declared "Before we leave the stage you will know who we are!" Sure enough when he and the group stopped suddenly in the middle of their hit "Joy And Pain," the crowd slowly but surely picked up on the "I like sunshine" chorus and clapped along until the group took over again.

Miles Davis brought out the same lineup as last year's, when he re-emerged from a five-year hiatus. His set was all very listenable and forward moving, but the Kool Jazz Festival this wasn't, and as the skies darkened it was doubtful whether anyone was paying real attention. But the darker it got the better was the response, and when Davis and group left the stage without saying a word, they might have been called back had the stadium lights not gone on along with a "Welcome Diana Ross" sign on the electric scoreboard.

jim bessman

Southside Johnny & The Asbury Jukes

BRENDAN BYRNE ARENA, EAST RUTHERFORD, N.J. — It seemed fitting that the first anniversary of this venue was commemorated with concerts by such homegrown talent as Southside Johnny & the Asbury Jukes and Franke & The Knockouts, as well as by Gary U.S. Bonds, whose comeback was masterminded by Bruce Springsteen, the Garden State's most prominent rocker.

"I've got some good news and some bad new for ya," exclaimed Bonds to the ever-intensifying fan demands for "Bruuuuuuce." "The bad news is that Bruce won't be here this evening. The good news is that we're gonna rock 'n roll anyway." Bonds proved true to his word.

Kicking off the evening were Millennium recording artists Franke & The Knockouts, who mulled through technical difficulties, singing "Never Had It Better," their microphones emitting feedback. The audio problems cleared up by the time they rolled into "Sweetheart," and they ended their comparatively short set with "Rock 'n Roll," with bandleader Franke Previte going all out to keep the energy level high.

A half-hour later, EMI America recording artist Bonds made his way onto the stage singing "Sha La La," giving the general impression that he was happy to be working again after so long an absence from the limelight. His set was a mixture of rocking party tunes and soulful ballads such as "So Deep" and "Your Love Is Gonna Make Me Cry."

The height of his set came when he sang "Out of Work," dedicating it to President Reagan. Making a brave attempt to change the tone of the evening from festive to political, he followed it up with a powerful rendering of Jackson Browne's "The Pretender." During this number, he got down on his knees to pray for the song's bewildered character.

But more than anything else, Bonds was happy to be back on stage, unashamed to sing anything he recorded including the jingle to a beer commercial.

Naturally, he concluded the set with convincing versions of "This Little Girl" and old hits "Quarter To Three" and "New Orleans" replete with wailing saxes and other trappings of early '60s music. This helped set the stage for the goodtime rowdiness of Southside Johnny & The Asbury Jukes.

Their set, however, left a little to be desired. Although they played with intensity, something seemed to be missing. That was spelled out for the audience when bandleader Johnny Lyon admitted that the Jukes had performed no gigs since last February and had never before played a venue the size of the arena. On the whole, they performed their hits — "I'm So Anxious," "Talk To Me" and "I Don't Want To Go Home" -- with sufficient drive to keep the crowd on its feet throughout. Lyon's stage performance alone, where he kept moving around limberly and with the seeming aimlessness of a drunk, was reason enough to hold the audience.

The evening ended with all the musicians who performed that night taking the stage for a triple encore performance of Southside's "Havin' A Party." One way to begin the holiday weekend.

larry riggs

TOP 200 ALBUMS

Fleetwood Mac's 'Mirage' Album Debuts Within Top 10

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is Fleetwood Mac and its new album, "Mirage." Debuting this week on the **Cash Box** Top 200 Albums chart at #9 bullet, the LP enjoyed outstanding retail out of all regions with nearly 70% of all accounts reporting it in the Top Ten or better — already capturing #1 action in Los Angeles, San Francisco, Portland, Seattle, Milwaukee, New Orleans and Baltimore/Washington, D.C. The single, "Hold Me," goes to #7 bullet from #9 in only its fifth week on the Top 100 singles chart. Look for heavy rack activity on the LP next week.

TOP TEN HIGHLIGHTS — Asia remains at #1 for the third consecutive week — The Rolling Stones move up a point to #2 bullet. Retail is still very strong, particularly in the East. Racks kicking in strong — Top 15 sales reports — Toto goes to #6 bullet, up from #7, with very good retail out of the South, West and East. Steady Top 35 rack sales — Loverboy continues to garner consistently healthy retail action everywhere, led by the Midwest and South, and moves up two points to #7 bullet. Top 10 rack reports as well.

TOP 100 HIGHLIGHTS — Two of the hotter new releases for Epic are closing in on the Top Ten. REO Speedwagon, #12 bullet, up from #15 with good retail everywhere, is led by the Midwest and South, and Top 30 rack sales out of the box as well. Survivor jumps to #15 bullet, up from #21, with good sales action in all regions led by the South, East and Midwest. Top 30 rack reports here as well . . . Air Supply, #18 bullet, up from #25, continues to be an exceptional rack item — Top 20. Nice retail out of the Midwest and West. The single "Even The Nights Are Better" goes to #17 bullet from #21 . . . Genesis' live album moves to #22 bullet, up from #26. It is still a big retail item in the Midwest and East and is beginning to kick in at the rack level as well . . . Steve Miller jumps into the Top 25 at #24 bullet, up from #33, with good retail out of the Midwest, South and West, with the racks starting to report activity as well. The "Abracadabra" single took a nice jump going to #11 bullet from #18 . . . Pete Townshend jumps 13 points to #32 bullet. Very strong on both coasts and in the Midwest . . . Larry Elgart's "Hooked On Swing" moves to #36 bullet from #42. Remains a strong Top 20 rack item with good retail out of the East and Midwest . . . The soundtrack to *Rocky III* leaps to #39 bullet, up from #61, in its second week. Best retail out of the South, East and Midwest. Good first week rack sales here . . . Chicago jumps 10 points into the Top 50 at #48 bullet with good sales out of the South, Midwest and West . . . April Wine takes the biggest jump of the week, moving 57 points into the Top 100 at #55 bullet. Good sales out of the Midwest, South and West . . . The soundtrack to *E.T.* climbs to #59 bullet, up from #78. Gaining retail momentum on the coasts and in the south . . . King Crimson jumps 18 points to #68 bullet, with retail very good in the West, Midwest and East . . . The *Grease 2* soundtrack goes to #75 bullet, up from #92, with heavy rack sales reports — Top 15 here — and a little retail out of the South as well . . . Ronnie Milsap breaks into the Top 100 at #93 bullet, up from #107. Selling well in the South, Midwest and at the racks . . . Also entering the Top 100 is Randy Crawford at #94 bullet, up from #104, and Eddie Money at #96 bullet, up from #125. Crawford is selling in the West and East, while Money is getting good response in the Midwest and West.

101 TO 200 HIGHLIGHTS — Cheryl Lynn jumps 25 points in her second week to #103 bullet. Doing well in the East and West . . . Bob James has a good second week going to #113 bullet, up from #136. Doing quite well in the West and South . . . David Sanborn moves to #115 bullet, up from #138, with good sales action out of the Midwest and South . . . Bloodstone, #117 bullet, up from #132, is off to a nice start with retail out of the West, Midwest and East .

DEBUTS — After Fleetwood Mac, Atlantic has the next two highest debuts with Robert Plant's solo LP at #31 bullet and Crosby, Stills & Nash at #46 bullet. Plant had strong retail everywhere, led by the Midwest and the coasts. C,S&N is off to a good start, with best initial response out of the West, Midwest and South. The single "Wasted On The Way" goes to #21 bullet from #28, the group's first hit in five years . . . Elvis Costello comes in at #86 bullet and is starting off well in the East and West . . . Debuting at #100 bullet is Judas Priest with early retail response out of the South and Midwest . . . Joe Jackson comes in at #108 bullet with retail out of the West and East initially . . . The soundtrack to *Star Trek II: The Wrath Of Kahn* debuts this week at #123 bullet. Best response out of the South . . . The Pointer Sisters hit the charts at #141 bullet with sales starting in the West and Midwest . . . Ted Nugent comes in at #149 bullet with retail out of the West and Midwest . . . Steve Forbert debuts at #166 bullet. Retail beginning out of the South and East . . . The Statler Brothers debut at #173 with retail reported out of the Midwest . . . The other debut this week is Pete Shelley at #177.

This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

1 ROBERT PLANT
2 CROSBY, STILLS & NASH
3 PETE TOWNSHEND
4 ROCKY III
5 STEVE MILLER BAND
6 GENESIS
7 MOTELS
8 FRANK ZAPPA
9 CHICAGO
10 APRIL WINE
11 GREASE 2
12 CLASH
13 GLENN FREY
14 JEFFREY OSBORNE
15 ANNIE

NORTHEAST 1.

1 ROBERT PLANT
2 PETE TOWNSHEND
3 DREAMGIRLS
4 GENESIS
5 MOTELS
6 STEVE MILLER BAND
7 CLASH
8 ROCKY III
9 CROSBY, STILLS & NASH
10 ELVIS COSTELLO

SOUTHEAST 2.

1 ROBERT PLANT
2 GENESIS
3 CROSBY, STILLS & NASH
4 FRANK ZAPPA
5 CHICAGO
6 JEFFREY OSBORNE
7 STEVE MILLER BAND
8 PETE TOWNSHEND
9 ROCKY III
10 STAR TREK II

BALTIMORE/ WASHINGTON 3.

1 ROCKY III
2 ROBERT PLANT
3 DREAMGIRLS
4 APRIL WINE
5 FRANK ZAPPA
6 GENESIS
7 PETE TOWNSHEND
8 CROSBY, STILLS & NASH
9 JUDAS PRIEST
10 JEFFREY OSBORNE

WEST 4.

1 ROBERT PLANT
2 PETE TOWNSHEND
3 CROSBY, STILLS & NASH
4 CLASH
5 MOTELS
6 STEVE MILLER BAND
7 FRANK ZAPPA
8 ROXY MUSIC
9 JOE JACKSON
10 ROCKY III

MIDWEST 5.

1 ROBERT PLANT
2 GENESIS
3 CROSBY, STILLS & NASH
4 STEVE MILLER BAND
5 PETE TOWNSHEND
6 APRIL WINE
7 CHICAGO
8 ROCKY III
9 GLENN FREY
10 MOTELS

NORTH CENTRAL 6.

1 STEVE MILLER BAND
2 GREASE 2
3 HOOKED ON SWING
4 ROCKY III
5 RICHARD SIMMONS
6 MOTELS
7 GENESIS
8 CHICAGO
9 E.T.
10 ANNIE

DENVER/PHOENIX 7.

1 CROSBY, STILLS & NASH
2 STEVE MILLER BAND
3 ROBERT PLANT
4 MOTELS
5 PETE TOWNSHEND
6 KING CRIMSON
7 GLENN FREY
8 ROXY MUSIC
9 FRANK ZAPPA
10 ROCKY III

SOUTH CENTRAL 8.

1 ROBERT PLANT
2 STEVE MILLER BAND
3 ROCKY III
4 CROSBY, STILLS & NASH
5 CHICAGO
6 APRIL WINE
7 PETE TOWNSHEND
8 FRANK ZAPPA
9 ANNIE
10 GREASE 2

WHAT'S IN-STORE

MUSIC PLUS X EQUALS HUNDREDS — A pair of in-store appearances by the acclaimed Los Angeles punk group **X** at **Music Plus** outlets in L.A. has left **Alan Schwartz**, director of creative marketing at parent company Show Industries, well, ecstatic. "The group was sensational," he exclaimed, in reporting that the group sold "hundreds" of albums at each store. The in-stores took place on Saturday, June 19, one day after Elektra Records released "Under The Big Black Sun" and a day before a concert at the Greek Theatre. The band first appeared at the chain's Hollywood store, then moved over to the new Santa Monica store (**Cash Box**, July 3). "It's rare when so much product is sold at in-store appearances," continued Schwartz, adding that some 700 fans turned out at each store, many to buy records and get them autographed. He went on to explain that most in-stores usually use a "big name" to draw attention to the store rather than to sell records, but that by tying in-stores in with a new release, particularly from a "group exploding on the scene" as in the case of X, both could be accomplished. As for X itself, "The town is just nuts about X based on that weekend," Schwartz noted. "I've done in-stores with a lot of big names, but X went way beyond the call of duty. It's easy to form an opinion based on the band's hype and appearance, and many of the fans looked outrageous. But everything worked out beautifully, and we sold tons of product." Schwartz also praised Elektra and radio station KROQ for setting up a remote at the Santa Monica store, where a trip to see X in New York was given away. "I love events," he concluded, "but I especially love events that sell records. My hat is off to Elektra and X."

A JEM OF A POSTER — JEM Records is backing its PVC label's recent "**The Beatles** Talk Down Under" interview album with a display poster featuring the album's cover, which shows the group entangled by part of a seven-mile long scarf knitted for them by Aussie fans. The poster is a departure from JEM's norm, which usually shows a new album together with catalog minis. Explains JEM publicist **Ben Liemer**, "Our items sell over time instead of 100,000 at a shot, so we like to include more than one album on our posters to push catalog." Such is the case with the poster promoting last month's release of "First Edition," a compilation LP of Editions E.G. acts including **Brian Eno**, **Phil Manzanera**, **Penguin Cafe Orchestra**, **the Lounge Lizards**, **King Crimson**, **John Hassell**, the original **Adam & The Ants**, **Edikanfo**, **Killing Joke** and **Laraaji**.

STARK FACTS — **Stark/Camelot** recently ended its month-long "Trade-in Times," a cassette sale period described by the chain's **Geoff Mayfield** as "our response to the dilemma" of home taping. "Everyone realizes home taping is a hot potato," Mayfield explained. To field that spud, Stark/Camelot offered a buck off any prerecorded cassette to customers who brought in any blank tape in any condition and configuration. The chain promoted the sale with one of its biggest radio buys, informing listeners that with summer here, there's really not time enough to make your own tapes. To go with the tape trade-ins, the chain sale-priced the most recent album titles by **Queen**, **Van Halen**, **Joan Jett**, **Aldo Nova**, **Asia**, **the Go-Go's**, **Human league**, **John Cougar**, **Paul McCartney**, **Rick Springfield**, **J. Geils Band** and **Loverboy** at $6.99 per cassette . . . Stark/Camelot's annual convention for managers, staff and suppliers will be held July 24-27 at Salt Fork State Park in Cambridge, Ohio . . . The ad department recently won four awards from the Canton Advertising Club, which is the local affiliate of the American Advertising Federation. "Mona" awards, the "Clio" equivalents for Most Outstanding New Advertising, were presented in honor of the Camelot Classical Club's direct mail traffic building campaign and a radio spot for **Hall & Oates'** "Private Eyes." The second place silver award was won by the "Catch Spring Fever" flyer for RCA Red Seal product, and the third place bronze went to last year's convention invitation . . . S/C has opened two more stores, both in existing malls. Manager at the second location in the Western Hills Mall in Birmingham is **Linda Mock**. **Don Vallance** is the manager at the Westdale Mall store in Cedar Rapids, with Iowa becoming the 26th S/C state. The two new stores bring this year's total openings to five . . . **Ruth Strange** has been promoted to the new position of Cash & Sales Coordinator, having been with the chain for five years

jim bessman

PROUD PITTSBURGH *— National Record Mart vice chairman Jason Shapiro recently presented a check for $3,630 to Tricia Mullin, 1982 poster child for the Greater Pittsburgh March of Dimes. The check represented the proceeds and production costs of the posters, which were sold in area National Record Marts and featured prominent Pittsburgh rock musicians. Pictured are (l-r): Shapiro, Mullin and Billy Price, one of the artists featured on the poster.*

Retailers Expect Cassette Sales To Reach Parity With LPs This Year

(continued from page 13)

of special products, said that each tape manufacturer has featured items on sale throughout the month.

While blank tape sales remain constant if not showing a pickup in sales for most merchants queried, Steve Marmaduke said that the last 90-120 days have brought a slower increase than in the past five years at Western Merchandisers. He ironically attributed some of the slowing to the Walkman-type units, as not all of them have recording capability.

While the prerecorded cassette market appears to be heading for its biggest summer ever, retailers expect the cassette trend to continue into fall and beyond. "Face it," declared Pat Lawrence, album and tape buyer for Schwartz Bros., Inc., owner of the Harmony Hut chain, "cassettes are the format of the future — at least the immediate future." He added that stores that have anticipated the trend are reaping the benefits. "Some stores are still buying one cassette for every 10 albums. The stores that are on top of things are buying five cassettes for 10 albums, a one for two rate."

At Licorice Pizza, Cohen feels the same way. "We've made a phenomenal increase in our initial cassette purchases," he said. "We used to be light on tape but heavy on albums. Now we automatically buy a good supply of cassettes right out of the box when we buy the album."

Cohen said that many new cassette buyers haven't bought albums in years. "A lot of people are foregoing albums in favor of cassettes," he said, adding that this will continue as the labels offer better cassette packaging and sound quality.

The labels are already getting wise to the cassette trend, according to Cohen. "They make cassettes available now at the same time as the album release instead of weeks later as it used to be. So they're aware of consumer demand. I've heard that production is moving to the 50-50 level, so they're futher ahead of us in anticipating the trend. Cassettes will overtake albums a lot sooner than anyone thinks. I predict they will run even by Christmas or just after."

BREAKOUTS/PLUS PROFIT

TOP SELLING VIDEO GAMES

DEFENDER Atari CX2609
CHOPPER COMMAND Activision AX015
STARMASTER Activision AX016
YAR'S REVENGE Atari CX2655
PAC-MAN Atari CX2646
DEMON ATTACK Imagic 3200
SPACE INVADERS Atari CX2632
SPACE HAWK Intellivision 5136
HAUNTED HOUSE Atari CX2654
STAR STRIKE Intellivision 5161
KABOOM! Activision AG010
ASTROSMASH Intellivision 3605
SUPER BREAKOUT Atari CX2608
SPACE JOCKEY U.S. Games BC 1001

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York • Sound Video, Unlmtd. — Chicago • Musicland — St. Louis • Everybody's — Portland • Licorice Pizza — Los Angeles • New England Home Video — Groton • Movies To Go — St. Louis • Sound Warehouse — San Antonio • Spec's — Miami • American Tape & Video — Atlanta • Nickelodeon — Los Angeles • Show Industries — National • Tower — Sacramento • Radio Doctors — Milwaukee • Crazy Eddie — New York • Video Store — Cincinnati • Turtles — Atlanta • Radio 437 — Bala Cynwyd, Stratford — New York.

TOP SELLING ACCESSORIES *

Audio Technica Sonic Broom (AT6012)
Discwasher C-2 Stylus Care System
(S) Discwasher D-4 1¼ oz. Refill Fluid
(S) Discwasher D-4 System Kit
Discwasher "Perfect Path" Cassette Cleaner
Le-Bo Outer LP Sleeves
Maxell LNC-90 (2/Bag)
Maxell UDXL II C-90
(S) Maxell UDXL II C-90 (2/Bag)
Memorex T-120 (videocassette)
Recoton Cassette Head Cleaner
Recoton Record Guard Anti-Static LP Inner Sleeves
TDK Cassette Head Demagnetizer (HD-01)
TDK DC-90
TDK DC-90 (2/Bag)
TDK SAC-90
(S) TDK SAC-90 (2/Bag)

COMPILED FROM: Dan Jay Music — Denver • Sound Warehouse — San Antonio • Tower Records — Sacramento, Seattle • Licorice Pizza — Los Angeles • Gary's — Virginia • Big Apple Records — Denver • Peaches — Columbus • Karma's — Indianapolis • Radio Doctors — Milwaukee • Alta — Phoenix • Lieberman — Denver.

TOP SELLING MIDLINES

(S) **A Flock of Seagulls** • Jive/Arista VA 66000
AC/DC • Let There Be Rock • Atco SD-3615
The Beatles • Rock 'N Roll, Vol. 1 • Capitol SN/16020
Bow Wow Wow • Last of the Mohicans • RCA CPL1-4314
Crosby, Stills, Nash & Young • So Far • Atlantic SD-15119
The Doors • Elektra EKS 75007
(S) **Haircut 100** • Pelican West • Arista AL 6600
The Kind • 360 Records TLP-333
Carole King • Tapestry • Columbia PE 34946
(S) **Missing Persons** • Capitol DLP-15001
(S) **The Monroes** • Alfa AAE-15015
The Pretenders • Extended Play • Sire MINI 3563
Judas Priest • Sin After Sin • Columbia PE 34787
The Rolling Stones • Sucking In the Seventies • Rolling Stones/Atco COC-T6028
Pete Shelley • Homosapien • Arista AL 6002
Spyro Gyra • Morning Dance • MCA 9004
Thompson Twins • In the Name of Love • Arista AL 6601

Compiled from: Karma — Indianapolis • Radio Doctors — Milwaukee • Alta — Phoenix • Disc-O-Mat — New York City • Lieberman — Denver, Portland • Dan Jay Music — Denver • Sound Warehouse — San Antonio • Tower Records — Seattle • Licorice Pizza — Los Angeles • Gary's — Virginia • Big Apple Records — Denver • Peaches — Columbus • Charts — Phoenix.

* Excludes T-Shirts & Paraphernalia (S) Heavy Sales

RCA, Arista Pact For Music Video Programming

LOS ANGELES — RCA SelectaVision VideoDiscs and Arista Records have entered into a non-exclusive agreement for the development, production and packaging of long-form music video projects featuring Arista recording acts. According to Seth Willenson, vice president of programming for SelectaVision, RCA will act as distributor for productions from the pact, which will be created "for all audiovisual uses," including home video, cable, syndicated and network TV.

Both Willenson and Arista senior vice president of artist development Rick Dobbis indicated that while the first project under the arrangement was to be what the former referred to as "a narrative piece" scripted by The Kinks' Ray Davies and featuring the band, it has been postponed until the group finishes recording its next album.

"In looking at the most logical priorities for The Kinks, they themselves decided that the album should be completed before developing this video production any further right now," said Arista's Dobbis, who added that several other projects are presently "under discussion." "We hope to have some things that are more than just talk shortly."

Willenson noted that an "ongoing, creative dialog between RCA SelectaVision and Arista" had been taking place for some time and the two elected to join forces "when we decided it would be more effective to move to the next level by structuring a framework" in which to create and distribute music video works.

"Arista has a long history of working very closely with the development of its artists and when it became apparent that they were seriously committed to including video as part of that development, we decided to join forces," said Willenson. "It was generally felt that through such an arrangement we could move music video programming another step ahead."

With the market for music programming in home video still relatively small and underdeveloped, both RCA and Arista are looking at domestic cable TV as an initially strong outlet for such production, along with foreign video and television markets. But Willenson adds that the two companies are looking to "experiment" with a number of different production forms and concepts rather than tailoring the program to the media.

"Essentially, the cable TV market wants concert material," Willenson pointed out. "We want to combine concert and concept."

RCA SelectaVision has already undertaken original video music productions featuring acts on the RCA Records label roster, including a Bob Welch concert and, most recently, a taping of RCA country music artists in performance at the Nashville Fan Fair. A number of other music video titles, featuring such acts as Blondie and the Grateful Dead, are also presently in the SelectaVision CED disc catalog.

Willenson said that while RCA and Arista are keying on the development of long-form productions under the arrangement, "this doesn't mean that there won't be promotional uses for short pieces" by Arista acts. "We're just now seeing the beginnings of promotional mechanisms for music videos and they will only be growing and expanding," he said.

Financing will be determined on a project by project basis, according to both Willenson and Dobbis. While the companies hope to obtain development monies through licensing revenues, neither rules out the possibility of kicking in production funds.

While Willenson said the pact was engineered due to a "commonality of interest between RCA SelectaVision and Arista" in expanding the scope of music video production and packaging, he stressed that it's non-exclusive and the possibility of striking similar agreements with other labels was "definitely" in the cards.

TOP 30 VIDEOCASSETTES

		Weeks On Charts	7/10
1	**STAR WARS** 20th Century-Fox Home Video 1130	1	6
2	**ON GOLDEN POND** 20th Century-Fox Home Video 9037	2	7
3	**STRIPES** Columbia Pictures Home Entertainment 10600	3	11
4	**ARTHUR** Warner Home Video 72020	4	11
5	**NEIGHBORS** Columbia Pictures Home Entertainment VH/BE 10445	7	5
6	**PRIVATE LESSONS** MCA Distributing Corporation 71008	9	4
7	**DRAGONSLAYER** Paramount Home Video 1367	5	6
8	**ABSENCE OF MALICE** Columbia Pictures Home Entertainment 10005	21	2
9	**TIME BANDITS** Paramount Home Video 2310	6	10
10	**GHOST STORY** MCA Distributing Corporation 77006	8	8
11	**TAPS** 20th Century-Fox Video 1128	13	9
12	**JANE FONDA'S WORKOUT** KVC/RCA Karl Video Corporation 042	16	3
13	**SUPERMAN II** Warner Home Video WB-61120	10	15
14	**WHOSE LIFE IS IT ANYWAY?** MGM/UA MVR/MBR 00140	14	4
15	**MODERN PROBLEMS** 20th Century-Fox Video 1129	12	9
16	**THE FRENCH LIEUTENANT'S WOMAN** 20th Century-Fox Video 4868	11	14
17	**BODY HEAT** Warner Home Video LD-70005	15	15
18	**RAGTIME** Paramount Home Video 1486	—	1
19	**ROCKY II** 20th Century-Fox Home Video 4565	17	6
20	**FOR YOUR EYES ONLY** 20th Century-Fox Home Video 1128	19	16
21	**CLASH OF THE TITANS** MGM/UA Home Video 700074	22	16
22	**ONLY WHEN I LAUGH** Columbia Pictures Home Entertainment 10461	18	16
23	**AN AMERICAN WEREWOLF IN LONDON** Universal City Studios, Inc., MCA Distributing Corporation 77004	24	16
24	**RICHARD PRYOR LIVE IN CONCERT** Vestron VA-4000	23	16
25	**SO FINE** Warner Home Video 11143	20	8
26	**HALLOWEEN II** MCA Distributing Corporation 77005	25	12
27	**ALL THE MARBLES** MGM/UA Home Video MV/MB 00112	26	9
28	**EXCALIBUR** Warner Home Video OR-72018	29	15
29	**ATLANTIC CITY** Paramount Pictures, Paramount Home Video 1460	27	16
30	**RICH AND FAMOUS** MGM/UA Home Video MVR/MBR 00111	28	14

The **Cash Box** Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based primarily on rental activity, as reported by leading accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Nickelodeon-Los Angeles; Everybodys'-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Tyson Video-Atlanta; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Boston Video-Boston; Wherehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way, Movies To Go —St. Louis.

Universal Clarifies Intent In Its Second Suit Against Sony

(continued from page 5)

recordings *only* against the manufacturers, distributors, sellers and advertisers of such videotape recorders and videocassettes."

This essentially reiterates a statement issued by Universal last year that accompanied the Nov. 6 filing by the plaintiff of a parallel action against more than 40 other manufacturers of videotape recorders and their ad agencies (**Cash Box**, Nov. 21, 1981). At that time, Walt Disney Prods. also sent out a release stating that it had "no intention . . . of pursuing individuals to interfere with this practice (of home videotaping)" (**Cash Box**, Nov. 14, 1981).

Image Problem

Concern over possible image problems prompted Disney to decline participation as co-plaintiff in the aforementioned suit, however. Universal, on the other hand, is using its current complaint largely as a means of clarifying the intent of its legal action and refuting what a statement by parent company MCA called "unsubstantiated claims by members of the electronics industry" that it is seeking to prosecute home VTR owners.

Commenting on the complaint, Bill Baker, vice president of corporate communications for Sony, expectedly stated, "We'll fight this present action as we've continued to fight the previous suit." However, he added, "I suspect that Universal won't move on this latest action until the Supreme Court resolves the first suit. It's one thing to file, it's another to put it into gear. Obviously, the Supreme Court decision will be key."

Kroft somewhat confirmed Baker's suspicions by saying, "I doubt if anything substantial will be done on (the suit) prior to a Supreme Court ruling. I think the likelihood is that there won't be a trial before that happens.

The bulky, 289-page suit is comprised mostly of exhibits, including a listing of each of the 6,000 Universal motion picture titles that the company claims have been televised since the original suit came to trial.

District Court Judge Warren J. Ferguson ruled against Universal and Disney on that suit nearly three years after it was filed (**Cash Box**, Oct. 13, 1979). Two years later, the Ninth U.S. Circuit Court of Appeals overturned the lower court's ruling in what has come to be known as the Sony "Betamax Decision," referring to the brand name and format of Sony's videocassette recorder (VCR) system (**Cash Box**, Oct. 31, 1981).

In its decision, the panel of three Appeals Court judges stated that they found "no congressional intent to create a blanket home use exception to copyright protection" and that home video recording "doesn't constitute fair use." Under the decision, manufacturers, their ad agencies, distributors and retailers, in addition to private individuals engaging in home off-the-air videotaping, could be held liable for copyright infringement.

ON GOLDEN VIDEOCASSETTES — *Executives of 20th Century-Fox Video were presented with the first two Golden Videocassettes from the International Tape/Disc Assn. under new rental/sales criteria established in April of this year. The recipients of the awards were the titles* Star Wars *and* On Golden Pond. *Pictured at the presentation during the 1982 International Consumer Electronics Show in Chicago last month are (l-r): Henry Brief, ITA executive vice president; Bud O'Shea, 20th Century-Fox Telecommunications group vice president; Darth Vader; Jack Dreyer, 20th Century-Fox consumer products division vice president and general manager; and Sam Burger, ITA chairman.*

Public Outcry

The decision brought immediate public outcry, and a series of bills were created in Congress that would amend the 1976 Copyright Act and would provide home taping exemptions. On the Senate side, Sen. Dennis DeConcini (D-Ariz.) introduced S. 1758, while in the House, Rep. Stan Parris (R-Va.) sponsored similar legislation in the form of H.R. 4808 (**Cash Box**, Nov. 7, 1981). Meanwhile, Sony asked for rehearing (**Cash Box**, Nov. 14, 1981).

The controversy heated up at the end of last year with the introduction of an amendment introduced by Sen. Charles Mathias (R-Md.) that would create royalties on sales of blank videotape and VTRs (**Cash Box**, Jan. 9), followed by similar legislation sponsored by Rep. Don Edwards (R-Calif.) in the House.

While such legislation continues to stir debate between representatives of the motion picture and electronics industries, more recently the Supreme Court granted a petition to review the Betamax decision (**Cash Box**, June 26).

Defendants in the current suit, as well as the original suit, include the ad agencies Doyle, Dane Bernbach, Inc. and McCann Erickson, and the retail corporations Carter Hawley Hale Stores, Inc., Associated Dry Goods Corp., Federated Department Stores and Henry's Camera.

AIRPLAY

SYNDICATION INDICATIONS — In the wake of the death of **Harry Mills**, Narwood Prods. plans to rebroadcast its hour-long **Mills Brothers** special during the week beginning Aug. 2, as a tribute. Host **Skitch Henderson** conducted the last major interview that Mills gave earlier this year. It retraces the trio's 55-year career and will be heard on over 175 stations across the country . . . **JoAnne Adams** has been named vice president/general sales manager at the Creative Factor. She moves up from the post of vice president/national sales manager, West, at the California-based program supply firm. Prior to joining Creative Factor, Adams was sales manager, western region, RKO Radio Network, and had also been vice president/director, marketing, western region, at Katz Communications . . . Dallas-based syndicator Toby Arnold Assoc. premiered its 12-hour tribute to **Frank Sinatra** over the July 4 on MOR outlet **KRLD**/Dallas and is now offering it to stations. Hosted by radio personality **Paul Compton**, the special, dubbed *Project Sinatra*, features interviews with **Sammy Davis, Jr., Dean Martin, Joey Bishop, Nelson Riddle, Quincy Jones** and **Nancy Sinatra**, as well as with the Chairman of the Board himself. In addition to the programming, Arnold is also offering a package that contains promos, color TV slides, graphic art aids and other sales aids. For more information, call toll free (800) 527-5335 . . . At the same time, the Texas-based syndicator is offering *Roll Your Own*, a special version of its program *The **Rolling Stones** 20th Anniversary Special*, recorded so that local air personalities can serve as narrators. The package resulted from requests of stations in Australia that wanted to use local announcers. The original master tapes, therefore, were remixed in an open-ended form to permit each station to insert its own voices into the correct slots. Over 80 AOR stations, including big guns **KMEL**/San Francisco, **WMMR**/Philadelphia, **KSHE**/St. Louis and **KLOL**/Houston have bought the special, which features interviews with **Mick Jagger** and other band members.

BUT CAN HE SAY ARF? *— Tom Moran (r), air personality at WIP/Philadlephia, appears incredulous that Scruffy (c), a mixture of collie and poodle, won the Sandy Look-Alike contest held in connection with the Philadelphia opening of the movie* Annie. *Scruffy, who belongs to Cathy Pieczynski (l), won a year's supply of Alpo.*

NETWORK NEWS — The CBS Radio Network will broadcast its first-ever Spanish language broadcast of the All-Star Game July 13 at Olympic Stadium in Montreal, beginning at 8:25 p.m. EDT. Venezuelan **Juan Bene** and **Billy Barroa** of Mexico will share the play-by-play, while **Jorge Bianco** will be the color man. Twenty-two Hispanic stations in the U.S. will carry the game. They include **WJIT**/New York, **KTNQ**/Los Angeles, **KCOR**/Houston, **KESS**/-Dallas and **WAMA**/Tampa, Fla. . . . **WFAA**/Dallas has joined the ABC Entertainment web . . . But, **WMCZ**/-Youngstown, Ohio; **WKFM**/Syracuse, N.Y.; **KPAT**/Sioux Falls, S.D.; **WYYS**/-Cincinnati; **WDOQ**/Daytona Beach, Fla.; **WZLD**/Columbia, S.C.; and **WBFM**/McAllen, Tex. have all joined the ABC FM network . . . Columbia recording group **Toto** will be profiled on RKO's *Hot Ones* an hour-long interview show, on July 12. That same night, a concert by recording group **Krokus**, recorded at the Erie Field House in Erie, Pa., will be broadcast on RKO's *Captured Live* series. The following week, Full Moon/Warner group **Chicago** will be profiled on the A/C-formatted *MusicStar Special*. On Aug. 2, RCA recording group **Alabama** will be featured guests on *MusicStar*, while Epic recording group **REO Speedwagon** will be featured on the *Hot Ones* broadcast Aug. 9. The following week, Geffen recording artist **Elton John** will be profiled on *Hot Ones*. This is a change from previous listings. Finally, A&M recording group **Supertramp** will be featured on *Hot Ones* on Aug. 23.

STATION TO STATION — **John Bloodwell** has become promotion director at AOR powerhouse **WCOZ**/Boston, after having left his post as assistant program director at Philadelphia AOR topper **WMMR** . . . Nevertheless, on Friday, July 16, WCOZ is hosting a party night at the Living Room in Providence, R.I. Headlining the night will be local bands the **Probers** and **The Core** . . . Simultaneously, **Steve Stockman**, promotion director at neighboring AOR outlet **WAAF**/Worcester, Mass., has been named to the newly created position of national promotion director at the Katz Broadcasting Co. He will retain his post at WAAF.

FOR YOUR INFORMATION — CompuServe Information Service, a videotex subscriber service for owners of personal computers and terminals, has added National Public Radio's (NPR) *Cassette Gazette*, a monthly newsletter outlining NPR programming on cassette, to its catalog. The audio newsletter offers information about such NPR programs as *Reaganomics Made Easy, Single Parents and Kids* and *Office Health Hazards*. Other programs include *Word Jazz*, a surrealistic treatment of verbal images, stereo sounds and special effects. In addition to the *Cassette Gazette*, cassettes of previous NPR broadcasts can be ordered through CompuServe. For more information, call (202) 822-2325 . . . Tuesday Prods. of San Diego won another round in its battle against the American Federation of Television and Radio Artists (AFTRA) last week when U.S. District Judge **Judith N. Keep** of the Southern District of California ruled that the labor union must pay attorney's fees in the case of $1.1 million, raising the amount of damages assessed against the union to over $10 million. Tuesday recently sued AFTRA for anti-trust violations because it had advocated a boycott against Tuesday, which reportedly refused to unionize. "This is a precedent-setting case because it's the first time that a union has been successfully sued for anti-trust," said Tuesday spokesman **Michael Gershman**.

NAB NOTES — The National Assn. of Broadcasters (NAB) filed comments with the Federal Communications Commission (FCC) to ensure that U.S. AM broadcast interests are fully protected under the Final Acts of the 1981 Rio de Janiero Region 2 international radio treaty. NAB urged that the commission act swiftly in negotiations with other signatory nations to assure that all U.S. AM facilities are placed on List A of the Final Acts. List A is made up of all proposed and existing stations that cause no interference or have resolved interference problems with other stations. AM broadcasting facilities not on List A cannot be guaranteed protection under the treaty. This still leaves open the dispute with Cuba over AM interference .

larry riggs

BIG APPLE JUICE *— Capitol recording artist Juice Newton recently stopped by A/C station WNBC/New York to support her LP "Quiet Lies." Along with her band, Silver Spur, Newton is in the midst of nationwide tour. Pictured at NBC's studios are (l-r): Maureen O'Connor, senior manager, East Coast press & artist relations, Capitol; Jim Collins, program director, WNBC; Johnny Dark, WNBC air personality; Newton; Lyndon Able, WNBC music coordinator; Otha Young, Newton's songwriting partner and Silver Spur member; and Arthur Field, New York promotion manager, Capitol.*

Traditional Market Leaders, AOR Prosper In Spring Arbs

by Larry Riggs

NEW YORK — The results of the Spring 1982 Arbitron survey, covering the period between March 24 and June 9, show a strong resurgence of AOR in many markets and traditional market leaders regaining their ascendancy.

In Boston, for example, AOR powerhouse WCOZ, the station that spawned radio consultant John Sebastian, bounced back strongly with a 7.4 share over last Winter's 6.7. Simultaneously, AOR outlet WBCN lost nearly a point, dropping to 4.9 from its 5.7 share in the previous book. Soft rock outlet WEEI-FM also gained, rising to 3.9 from 3.1 last time around.

On the adult contemporary front, WCOZ's AM sister, WHDH, retook first place in the market, jumping to 8.5 from 7.9. Its main competitor, WBZ, remained more or less stable, falling to 8.4 from 8.5. In contrast, A/C outlet WMJX skyrocketed in its second book from 3.5 to 5.3, and WVBF gained nearly a point, registering a 4.0, compared to last Winter's 3.1.

Urban contemporary outlet WXKS-FM soared to a whopping 7.0 over last Winter's 5.8, while B/C station WILD rose to 1.9 over its previous share of 1.7. Big Band programming also had a place in Boston as WXKS-AM gained one point using Al Ham's Music-Of-Your-Life format.

In Philadelphia, news outlet KYW held onto its #1 position, even though its share declined to 8.8 from 10.5 last time around. AOR also held onto its traditionally strong numbers, as leader WMMR held steady at 5.1 and WIOQ rose to 4.4 from 3.5 last time around. In contrast, WYSP fell to 3.7 from 4.1.

Adult contemporary numbers fluctuated in this book as WMGK rose to 7.6 from last Winter's reading of 7.2, becoming #2 in the overall market. WIP also rose to 5.5 from 4.8, WPEN, however, dropped to 4.4 from 4.6 last time around. And Top 40 station WCAU-FM dropped a whole point, from 7.4 to 6.4, perhaps explaining the abrupt departure of program director Roy Laurence.

B/C also posted mixed results as WDAS fell to #3 overall in the market, garnering a 7.4 share over last Winter's 7.9. WHAT, on the other hand, rose to 2.0 from 1.8. The effect of Phillies broadcasts began to make itself felt as WCAU-AM rose from 3.6 to 4.7, capturing its highest share in recent memory.

In Washington D.C., it had seemed only a matter of time before the B/C format would become #1. That finally happened when A/C station WMAL plummeted to 7.5 from last Winter's 9.7, making B/C station WKYS #1, even though it also dropped over a point to 8.4 from 9.5. Similarly, B/C station WHUR dropped from 7.6 to 6.9. In contrast, WOOK rose to 4.2 from last Winter's share of 3.9.

AOR posted mixed results as well, as WWDC lost two tenths of a point this time around, garnering a 4.5 share. But WAVA rose dramatically to 4.1 from 2.8. Top 40, on the other hand, scored well this time as WRQX jumped up to 4.9 from 4.2, and WPGC rose to 5.3 from 4.9.

Baseball also figured prominently in Detroit as A/C outlet WJR jumped up to a 10.8 share over 8.4 with its broadcast of Tigers' games. AOR and B/C, however, posted mixed results. While WRIF fell to 6.3 from 6.7 and WABX to 3.3 from 3.4, Doubleday Broadcasting's WLLZ skyrocketed to 6.1 from 4.7.

On the B/C front, WGPR jumped to 4.9 from 3.5, taking the lead. WJLB also rose slightly to 3.8 from 3.7, while WCHB fell to 1.1 from 2.0. In addition, WDRQ, which recently changed its format to urban contemporary, registered a respectable 3.0, up from 1.4 before the change. Sadly, commercial jazz outlet WJZZ dropped back to 2.4 from a wintertime share of 3.0.

On the other hand, black and urban contemporary formats ruled the day in Chicago as WGCI rose to 6.6 from 6.1 coming in at #2. WBMX also gained respectably, rising to 5.1 from 4.6, coming in third overall in the market. Another B/C skyrocketer was WJPC, which rose to 3.7 from 2.5 and WVON also rose to 2.4 from 2.0 last time around.

Contrastingly, rock formats did not do as well as WLUP fell to 3.8 from a wintertime share of 4.2. Progressive rock outlet WXRT also fell below the 2.0 mark with a 1.6 share this time. The only AOR station to gain was WMET, which rose one half point to 2.4.

Rock was not the only loser as talk outlet WGN held onto its #1 spot, but slipped to 7.8 from 9.2 last time.

More A/C numbers fell this time than rose, though few of them were by wide margins. WFYR, for example, fell to 2.5 from 3.8, even though it hosts RKO Radioshows' *Saturday Night Oldies* show. Other stations falling back included WKQX, which dropped to 2.7 from 2.8 and WCFL, which lost half a point, registering a 1.1. A/C gainers were WBBM-FM, which rose to 2.7 from 2.1, and WCLR, which rose to 3.7 from 3.5.

San Francisco was another city where the traditional market leader held onto its lead but lost points in the process; talk station KGO falling to 8.6 from 9.1. In addition, AOR and B/C did respectably well. The AOR race seems to have intensified as KMEL, the leader with a 3.7 share, dropped back from 4.2. It apparently has to fight newcomer KRQR, which rose to 3.3 from 2.6. KSJO also rose to 2.8 from 2.6.

KSOL remained the B/C leader, posting an unchanged 4.8 share. KDIA, on the other hand, rose to 2.7 from 2.6. The Bay Area was still another metropolitan area helped out by baseball broadcasts with outlet KNBR rising an entire point to 3.5 with broadcasts of Giants games. KSFO, another A/C outlet was aided by Oakland A's broadcasts, but rose only to 3.7 from 3.3.

All numbers quoted here represent average quarter hour shares, 12+, 6 a.m. to 12 midnight, Monday to Sunday.

CASH BOX ROCK ALBUM RADIO REPORT

100 JUDAS PRIEST • SCREAMING FOR VENGEANCE • COLUMBIA
ADDS: WYFE, WLIR, WCCC, WGRQ, KOME, KSHE, WOUR, KLOL, WBAB. **HOTS:** WLIR, WBAB. **MEDIUMS:** None. **PREFERRED TRACKS:** Bloodstone, Pain, Title.
SALES: *Good to moderate breakouts in all regions.*

15 SURVIVOR • EYE OF THE TIGER • SCOTTI BROS./CBS
ADDS: None. **HOTS:** KMET, WYFE, KBPI, WLIR, WCCC, WBLM, WGRQ, WKLS, WSHE, KMGN, KSHE, WOUR, KLOL, WBAB. **MEDIUMS:** KNCN, KMEL. **PREFERRED TRACKS:** Title.
SALES: *Good to moderate in all regions.*

1 MOST ADDED

LP Chart Position

80 A FLOCK OF SEAGULLS • JIVE/ARISTA
ADDS: KMGN. **HOTS:** KMET, WLIR, WHFS, KLOL. **MEDIUMS:** KBPI, WGRQ, WKLS, WSHE, KNCN, WOUR, WBAB. **PREFERRED TRACKS:** I Ran, Telecommunications, Space.
SALES: *Moderate to fair in all regions; strongest in West.*

55 APRIL WINE • POWER PLAY • CAPITOL
ADDS: KMGN. **HOTS:** KBPI, WLIR, WGRQ, KSHE, KLOL, WBAB. **MEDIUMS:** KMET, WYFE, WCCC, WBLM, WKLS, WSHE, KEZY, KNCN. **PREFERRED TRACKS:** Enough.
SALES: *Moderate in all regions; strongest in Midwest.*

1 ASIA • GEFFEN
ADDS: None. **HOTS:** KMET, KBPI, WLIR, WBLM, WKLS, WSHE, KMGN, KEZY, KSHE, KNCN, KLOL, WBAB, KMEL. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Heat, Sole, Dreams.
SALES: *Good in all regions.*

72 GARY U.S. BONDS • ON THE LINE • EMI AMERICA
ADDS: None. **HOTS:** KBPI, WGRQ, WHFS, WBAB. **MEDIUMS:** KMET, WLIR, WBLM, WKLS, WSHE, KEZY, WOUR, KLOL. **PREFERRED TRACKS:** Work, Rendezvous.
SALES: *Moderate to fair in all regions; strongest in East.*

2 MOST ADDED

86 ELVIS COSTELLO & THE ATTRACTIONS • IMPERIAL BEDROOM • COLUMBIA
ADDS: WOUR, KNAC, WHFS, WLIR. **HOTS:** WLIR. **MEDIUMS:** None. **PREFERRED TRACKS:** Little Fool.
SALES: *Moderate breakouts in all regions.*

10 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM
ADDS: None. **HOTS:** KMET, KBPI, WLIR, WBLM, WKLS, WSHE, KMGN, KEZY, KNCN, WOUR, WBAB. **MEDIUMS:** KSHE, KLOL. **PREFERRED TRACKS:** Hurts, Jack.
SALES: *Good to moderate in all regions.*

65 MARSHALL CRENSHAW • WARNER BROS.
ADDS: WBLM. **HOTS:** WLIR, WHFS, WOUR. **MEDIUMS:** KBPI, KNX, KNAC, KEZY, KLOL, WBAB. **PREFERRED TRACKS:** Someday, Cynical, There, Dance.
SALES: *Fair in East; weak in others.*

46 CROSBY, STILLS & NASH • DAYLIGHT AGAIN • ATLANTIC
ADDS: None. **HOTS:** KBPI, KNX, WGRQ, KEZY, WBAB. **MEDIUMS:** KMEL, WYFE, WBLM, WSHE, KMGN, KSHE, KNCN, WOUR, KLOL. **PREFERRED TRACKS:** Wasted.
SALES: *Moderate breakouts in all regions; strongest in West.*

5 MOST ADDED

— 805 • STAND IN LINE • RCA
ADDS: KNCN, KEZY, WLIR. **HOTS:** WGRQ, WOUR. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Title.
SALES: *Just shipped.*

LP Chart Position

9 FLEETWOOD MAC • MIRAGE • WARNER BROS.
ADDS: WHFS. **HOTS:** WBAB, WYFE, KBPI, WLIR, KNX, WCCC, WGRQ, WSHE, KEZY, KNCN. **MEDIUMS:** KMET, WBLM, KMGN, KSHE, WOUR, KLOL. **PREFERRED TRACKS:** Hold Me.
SALES: *Major breakouts in all regions.*

56 GLENN FREY • NO FUN ALOUD • ASYLUM
ADDS: KMGN. **HOTS:** KMET, WBLM, KBPI, KNX, WKLS, WSHE, KEZY, KNCN. **MEDIUMS:** WYFE, WLIR, WGRQ, KLOL, WBAB. **PREFERRED TRACKS:** Partytown, Found, One.
SALES: *Moderate to fair in all regions; strongest in West.*

22 GENESIS • THREE SIDES LIVE • ATLANTIC
ADDS: None. **HOTS:** KMET, WLIR, WGRQ, WKLS, WSHE, WHFS, KEZY, KSHE, WOUR, WBAB. **MEDIUMS:** WYFE, WCCC, WBLM, KMGN, KNCN, KMEL. **PREFERRED TRACKS:** Paperlate, Misunderstanding, Turn.
SALES: *Good to moderate in all regions.*

19 KANSAS • VINYL CONFESSIONS • KIRSHNER/CBS
ADDS: None. **HOTS:** KMET, KBPI, WCCC, WBLM, WSHE, KMGN, KEZY, KSHE, KNCN, KLOL. **MEDIUMS:** WKLS, WBAB, KMEL. **PREFERRED TRACKS:** Play, Right, Face.
SALES: *Good to moderate in all regions.*

4 PAUL McCARTNEY • TUG OF WAR • COLUMBIA
ADDS: None. **HOTS:** KBPI, KNX, KEZY. **MEDIUMS:** WBLM, WKLS, KMGN, KSHE, WOUR, WBAB. **PREFERRED TRACKS:** Take, Title, Pound, Ballroom.
SALES: *Good in all regions.*

3 MOST ADDED

176 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA
ADDS: KOME, KNX, KBPI. **HOTS:** WHFS, KLOL. **MEDIUMS:** WKLS, WSHE, KNAC. **PREFERRED TRACKS:** Who Can, Down Under.
SALES: *Fair in West; weak in others.*

24 THE STEVE MILLER BAND • ABRACADABRA • CAPITOL
ADDS: None. **HOTS:** WYFE, KBPI, WLIR, KNX, WGRQ, WSHE, KEZY. **MEDIUMS:** WBLM, WKLS, KMGN, KNCN. **PREFERRED TRACKS:** Title, Give, Wonderin'.
SALES: *Good to moderate in all regions.*

96 EDDIE MONEY • NO CONTROL • COLUMBIA
ADDS: None. **HOTS:** WYFE, WLIR, WCCC, WGRQ, WOUR, KLOL, WBAB, KMEL. **MEDIUMS:** KMET, KBPI, WBLM, WKLS, WSHE, KEZY, KSHE. **PREFERRED TRACKS:** Shakin', Take, Title.
SALES: *Moderate to fair in all regions.*

21 THE MOTELS • ALL FOUR ONE • CAPITOL
ADDS: None. **HOTS:** KMET, KBPI, WSHE, KMGN, WHFS, KNAC, KEZY, WOUR, WBAB, KMEL. **MEDIUMS:** WLIR, WCCC, WBLM, WKLS. **PREFERRED TRACKS:** Lonely, Art, Over.
SALES: *Good to moderate in all regions.*

1 MOST ACTIVE

LP Chart Position

4 MOST ADDED

149 TED NUGENT • NUGENT • ATLANTIC
ADDS: WOUR, WLIR, KBPI. **HOTS:** None. **MEDIUMS:** KMET, WGRQ, WSHE, KLOL, WBAB, KSHE. **PREFERRED TRACKS:** Open.
SALES: *Moderate breakouts in all regions; weakest in East.*

16 THE ALAN PARSONS PROJECT • EYE IN THE SKY • ARISTA
ADDS: None. **HOTS:** WGRQ, WSHE, KEZY, KNCN, WOUR. **MEDIUMS:** KMET, WYFE, KBPI, WBLM, WKLS, KLOL, WBAB. **PREFERRED TRACKS:** Title, Fingers, Psychobabble.
SALES: *Good in all regions.*

31 ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO
ADDS: None. **HOTS:** KMET, WYFE, KBPI, WLIR, WCCC, WGRQ, WSHE, KMGN, KEZY, KSHE, KNCN, WBAB. **MEDIUMS:** WBLM, WOUR, KLOL. **PREFERRED TRACKS:** Open.
SALES: *Major breakouts in all regions.*

12 REO SPEEDWAGON • GOOD TROUBLE • EPIC
ADDS: WYFE. **HOTS:** WYFE, KMET, KBPI, WCCC, WGRQ, WSHE, KMGN, KEZY, KSHE, KNCN, WBAB. **MEDIUMS:** WBLM, KLOL, KMEL. **PREFERRED TRACKS:** Fire.
SALES: *Good in all regions.*

2 THE ROLLING STONES • STILL LIFE • ROLLING STONES/ATCO
ADDS: None. **HOTS:** KMET, WLIR, WCCC, WGRQ, WKLS, WSHE, KMGN, KNAC, KEZY, KSHE, KNCN, WBAB, KMEL. **MEDIUMS:** KBPI, KNX, KEZY, WBAB. **PREFERRED TRACKS:** Go-Go, Thumb, Shattered, Start.
SALES: *Good in all regions.*

13 .38 SPECIAL • SPECIAL FORCES • A&M
ADDS: WYFE. **HOTS:** KBPI, WBLM, WGRQ, WKLS, WSHE, KMGN, KEZY, KSHE, KNCN, WBAB, KMEL. **MEDIUMS:** KMET, WYFE, WCCC, KLOL. **PREFERRED TRACKS:** Caught, Chain.
SALES: *Good to moderate in all regions.*

6 TOTO • IV • COLUMBIA
ADDS: None. **HOTS:** KMET, KNX, KMGN. **MEDIUMS:** KBPI, WBLM, KEZY, WKLS, KSHE. **PREFERRED TRACKS:** Rosanna, Africa, Afraid.
SALES: *Good in all regions.*

32 PETE TOWNSHEND • ALL THE BEST COWBOYS . . . • ATCO
ADDS: None. **HOTS:** WBAB, KBPI, WLIR, WGRQ, WKLS, WSHE, WHFS, KEZY, KSHE, WOUR. **MEDIUMS:** KLOL, KMET, WYFE, KNX, WBLM, KNAC, KNCN. **PREFERRED TRACKS:** Skirts, Face, Uniforms.
SALES: *Good to moderate in all regions.*

8 VAN HALEN • DIVER DOWN • WARNER BROS.
ADDS: None. **HOTS:** KMET, WYFE, WLIR, WBLM, WKLS, WSHE, KNCN. **MEDIUMS:** WGRQ, KMGN, KSHE, WOUR, KLOL, WBAB. **PREFERRED TRACKS:** Dancing, Where.
SALES: *Good to moderate in all regions.*

— JOHN WAITE • IGNITION • CRYSALIS
ADDS: None. **HOTS:** WLIR. **MEDIUMS:** KMET, KBPI, KEZY, KNCN, WOUR, KLOL, WBAB. **PREFERRED TRACKS:** Change, Going, Temptation.
SALES: *Fair in West; weak in others.*

TOP 15 ALBUMS

Spiritual

		7/10	Weeks On Chart
1	**HIGHER PLANE** AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	1	34
2	**WHEN ALL GOD'S CHILDREN GET TOGETHER** REV. KEITH PRINGLE (Savoy SL 14656) Unavailable At Press Time	2	31
3	**LORD, YOU KEEP ON PROVING YOURSELF TO ME** FLORIDA MASS CHOIR (Savoy SGL 7078) Unavailable At Press Time	3	10
4	**IS MY LIVING IN VAIN** CLARK SISTERS (New Birth 7056) "Expect Your Miracle"	4	63
5	**A TOUCH OF CLASS** JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	6	11
6	**YOU BROUGHT THE SUNSHINE** CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	7	5
7	**LORD, FROM THE DEPTHS OF MY HEART** JAMES CLEVELAND AND THE WASHINGTON D.C. CHAPTER (Savoy AL-14654) Unavailable At Press Time	5	11
8	**IT'S GONNA RAIN** MILTON BRUNSON (Myrrh MXSB 6696) Title Cut	8	10
9	**GLORY TO HIS NAME** ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Unavailable At Press Time	10	3
10	**EVERY TIME I FEEL THE SPIRIT** DR. CHARLES HAYES & THE COSMOPOLITAN CHURCH CHOIR (Savoy SGL 7076) Unavailable At Press Time	9	9
11	**MIRACLE MAN** MIGHTY CLOUDS OF JOY (Myrrh MSB 6694) Title Cut	11	10
12	**GO** SHIRLEY CAESAR (Myrrh MSB 6665) "I'm Determined"	12	37
13	**CLOUDBURST** MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) "Everybody Ought To Praise His Name"	13	4
14	**COME OUT HERE TO STAY, LORD** INSTITUTIONAL RADIO CHOIR (Savoy SL 14673) Unavailable At Press Time	14	4
15	**KEYED UP** GOSPEL KEYNOTES (Nashboro 7252) Unavailable At Press Time	15	3

Inspirational

		7/10	Weeks On Chart
1	**AGE TO AGE** AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	9
2	**I SAW THE LORD** DALLAS HOLM (Greentree R 3723) Title Cut	2	31
3	**MIRACLE** B.J. THOMAS (Myrrh 6705) "I'm In Tune"	3	31
4	**UNFAILING LOVE** EVIE TORNQUIST (Word WSB 8867) "How I Love You Lord"	4	31
5	**MAKE ME READY** FARRELL & FARRELL (New Pax NP33104) Unavailable At Press Time	6	4
6	**THE VERY BEST OF THE IMPERIALS** (Dayspring SST 4025) "Same Old Fashioned Way"	5	27
7	**AMAZING GRACE** B.J. THOMAS (Myrrh 6675) Title Cut	7	47
8	**BLESS THE LORD WHO REIGNS IN BEAUTY** BILL GAITHER TRIO (Word 6670) Title Cut	8	17
9	**JONI'S SONG** JONI EARECKSON (Word WSB 8856) "Joni's Waltz"	10	31
10	**THE TRAVELER** DON FRANCISCO (New Pax NP 33106) "Traveler Joy"	9	39
11	**AMY GRANT IN CONCERT VOL. II** (Myrrh MSB 6677) "I'm Gonna Fly"	11	32
12	**HOLM, SHEPPARD, JOHNSON** (Greentree R 3583) "Drawin' From The Well"	12	16
13	**BUBBLIN'** HINSONS (Calvary STAV-5178) "God's Gonna Do The Same"	13	9
14	**PRIORITY** IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	14	11
15	**COLLECTIONS** KEITH GREEN (Sparrow SPR 1055) "Rushing Wind"	15	14

Last notation indicates the cut receiving the most airplay. The Cash Box Gospel chart is compiled from a broad cross-section of sales reports from national distributors and one-stops.

NEW PATTI RELEASE *-- Impact recording artist Sandi Patti was in Nashville recently to celebrate the release of her new album, "Lift Up The Lord." Patti was recently named gospel artist of the year by the Gospel Music Assn. Pictured at a reception in her honor are (l-r): Don Rogers, director, sales, Benson Company; John Helvering, manager; Loren Balman, marketing manager, Benson; Patti; Michael A. Blines, director, international marketing, Benson; Wayne Erickson, executive vice president, Benson; and Bill Traylor, general manager, Impact Records.*

Flock Of Gospel Festivals, Seminars, Conventions Set For Summer Months

by Don Cusic

NASHVILLE — The summer months, especially July and August, are the hottest in more ways that one. In addition to hot weather, the summer is the hot time for gospel music with conventions, seminars and festivals planned for all over the country.

Probably the most important event in Christian music, at least in terms of sales and dollar volume, is the Christian Bookseller's Convention, scheduled this year for July 17-23 in Dallas, Texas. All major Christian labels will have representatives, as well as artists, there to present new product, showcase talent and take sales orders.

The event is geared to Christian bookstores, which are the backbone of Christian merchandising and sales. In addition to record companies (which sell about 75% of their product through these stores), book companies and companies that sell gift items will also be there to sell to the bookstores, who take advantage of the opportunity to see and try new product as well as receive healthy discounts for buying during this time. Numerous record merchandising and sales campaigns are geared towards the CBA, a tribute to the importance and power of this convention.

Gospel Radio Seminar

The CBA will be followed by the Gospel Radio Seminar, set this year for Aug. 1-3 at the Holiday Inn in Estes Park, Colo. This is the 10th year for the seminar, which is headed by one of its founders, Jim Black. Working from the theme "A Decade of Progress," the event will feature Michael Ellison as keynote speaker and an all-day seminar for sales people by Ron Fischmann. The event is geared towards radio station owners, managers, sales people and air personalities with concurrent sessions directed towards each group. For more information, contact Jim Black at (615) 244-1992.

The radio seminar will be followed by the eighth annual Christian Artists Seminar, also in Estes Park, Colo. at the YMCA camp site. This has become the premier event of the year for those in contemporary Christian music. Founded and headed by Cam Floria, the event features nightly concerts by contemporary artists and seminars for the professionals, as well as the neophytes, during the day.

The event will feature, as usual, a large number of top Christian artists including Brown Bannister, B.J. Thomas, Barry McGuire, Scott Wesley Brown, Dennis Agajanian, Stephanie Boosahda, Steve Camp, Carman, John Fischer, Benny Hester, David Meece, Reba Rambo and Donny McGuire, Terry Talbot and the Sweet Comfort Band. Also scheduled is a national talent competition, encompassing three areas — vocal solo, instrumental solo and groups, as well as a songwriting competition.

During the second week in August, James Cleveland's Gospel Music Workshop of America will be held in Houston, Texas. The top event for black gospel music during the year, the convention is primarily a workshop and showcase for choirs, which come from all over the country to attend.

Cleveland To Perform

Cleveland himself will perform and lead some sessions, and established talent on black gospel labels will perform during some evening showcases. The event is a real showcase for new black gospel, talent as well as a must for record and publishing executives in black gospel to attend.

There are also a number of Jesus Festivals scheduled for this summer, which usually consist of musical talent, speakers and seminars in an outdoor or indoor/outdoor type setting. Those festivals scheduled include: Jesus West Coast (North) on July 1-3 in Santa Rosa, Calif.; Jesus Northwest on July 8-10 in Vancouver, Wash.; Fishnet on July 15-17 in Front Royal, Va.; the National Youth Congress on July 19-24 in Estes Park, Colo.; Jesus '82 on Aug. 12-14 in Mt. Union, Pa.; Summer '82 on Aug. 13-14 in Blanchard, Mich.; Discover '82 on Aug. 26-28 in Brevard, N.C.; and the Fellowship of Contemporary Christian Musicians' National Conference on Aug. 9-12 in Angola, Ind.

All of these seminars, conventions, conferences and festivals provide an interesting cross-section of activities for those involved in gospel music. All seek to combine business with spiritual renewal and give those attending the impetus to spread the gospel, as well as a reason for coming back. If all goes well, both the pockets and souls of those involved in gospel music should benefit from the summer of 1982.

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Country Promoters Shy Away From Large Outdoor Festivals

(continued from page 5)

fair is that a lot of times it's a lot bigger than a theme park, there's a lot more rides, there's a lot more things to do, you have name concerts every night and a lot of free entertainment during the day. It encompasses everything from agriculture to cattle to the carnival and the homemakers. It might cost you $3 or $4 to go in versus paying $10.50 or $11 to go to a theme park, and there are more things to do and it's a bigger event. We've got a lot of acts working fairs this summer and a lot of them are already sold out, which is rare because a lot of the fairs have just started advertising."

Dave Barton, an agent with the Dick Blake Agency, noted that bookings for the firm's top clients — Ronnie Milsap, the Statler Brothers and Barbara Mandrell — had brought its total business for the year up. But, on the whole, Barton said that the business has slowed down and that there have been "more cancellations and more places going down the drain this year than in the last three or four years."

Cost Crunch

The acts that are not top draws are caught in a position where the cost of touring is greater than their drawing power. "Business is down for the small acts and the middle-priced acts, and I think there's going to be a lot of buses for sale if something doesn't change," predicted Barton. "For example, Barbara Mandrell's got a seven-piece band, and Leon Everette (who recently left the Blake agency and signed with Shorty Lavender) has got a seven-piece band. Leon's expenses are probably within a couple hundred dollars a day of being the same expenses that Barbara's got.

"The difference is that Leon's getting $3,000 a day and Barbara's getting $50,000 a day. The motel bill is the same, the diesel fuel is the same, the payroll would probably be within $700 a week of being the same. These guys like Leon Everette are either losing money or breaking even. Leon went to California recently on a tour — and they blew the engine on the bus and it cost $8,500 to get it fixed. I don't know how these kind of guys make it.

"If you put Leon Everette in a nightclub in Columbus, Ohio at $3,000 and the guy spends $500 in advertising, that's $3,500 he's got to take in at the front door. You're going to have to sell 600 tickets at $5 a head and have a hell of a night at the bar to make it work. Something's going to have to happen because the nightclubs can't make money on the artists, and the artists can't afford to work for any less money."

Reggie Mack, assistant manager at United Talent, commented that his company is way ahead of last year's summer, led by top draws Conway Twitty and Loretta Lynn, plus a heavy fair schedule on Helen Cornelius (who is doing 22 fairs in August) and Sonny James. At the same time, Mack indicated that the opportunities that agents had hoped for in outdoor festivals last year had not materialized this year, except with such shows as the Jamboree in the Hills in Wheeling, W.Va. and the Orange Blossom Special in Orlando, which are long-standing events. "People aren't travelling the miles that they used to to those different festivals," he said. "They've got so many thousands of dollars wrapped up in talent that you can't make them work with just the local people."

Scaled-down Shows

Dan Wojcik, vice president of the Shorty Lavender Talent Agency, noted, however, that outdoor shows were still being held, but on a scaled-down version. "The problem with festivals is that people go for large monster numbers, and they find themselves needing 20-30,000 people to break even. That's not realistic in today's economy. We're doing shows this weekend in north Texas and at Tulsa, Okla. at the racetrack, and they're fine. I think the break-even's probably under 10,000 people. What we're trying to convince people to do is if they want to have outdoor festivals, they can have a lot of fun, but just don't make your break-evens or your grosses so ungodly high. Just make it a normal break-even that you would have at an indoor show and have it outside."

Last year, promoters had gambled rather unsuccessfully that big outdoor shows would prove popular with the surge that country music had made with "A Day In The Country" at the Rose Bowl, Mickey Gilley's "Fourth of July Picnic" in Texas and the "Carolina Country Jamboree" in Myrtle Beach, S.C. (**Cash Box**, July 18, 1981) "A Day In The Country" has not been attempted again this year, and the "Carolina Jam," which was scheduled with more than 20 artists for July 10, was cancelled at the end of June when a government restraining order kept the event's promoters, Coastal Country Jamboree, Inc., from staging the affair.

HOLLYWOOD BUFFETT — *MCA recording artist Jimmy Buffett recently brought his brand of rum-soaked, tropical country to an appreciative audience at the Greek Theatre in Los Angeles. The Marguerita master included a number of songs from his current LP, "Somewhere Over China." Pictured backstage are (l-r): Thom Mount, executive-in-charge-of-production, Universal; Buffett; and John Candy, a member of the* SCTV *TV show cast.*

READY FOR THE STOCKYARD — *A number of prominent country songwriters will be performing July 17 at the Stockyard in Nashville for the annual Nashville Songwriters Assn., International (NSAI). Pictured in the* ***front row*** *are (l-r): Lola Jean Dillon, W.T. Davidson, Kathy Crow, David Heavener and Jerry Chesnut. Pictured in the* ***second row*** *are (l-r): L.E. White and Tom Long. Pictured in the* ***third row*** *are (l-r): Jerry Gillespie, NSAI executive director Maggie Cavender, David Wills and Kent Robbins. Pictured in the* ***back row*** *are (l-r): Michael Garvin, Jamie O'Hara, Paul Craft, showcase emcee Jerry House of WSIX/Nashville and NSAI president Ann Stuckey.*

NSAI 'Summer Seminar II' Set For July 17 At Nashville's Belmont College

NASHVILLE — The Nashville Songwriters Assn., International (NSAI) "Summer Seminar II" will be held July 17 at the Belmont College Business School here. Featuring a number of recording industry veterans teaching a variety of subjects, Summer Seminar II will begin at 8:00 a.m. and conclude with a showcase at The Stockyard at 8:30 p.m.

Attendance is open to the public, with tickets priced at $50.00 for five classes, a continental breakfast, lunch, dinner and the showcase. (Extra tickets for the showcase will cost five dollars.)

The seminar begins at 8:00 a.m. with registration and breakfast, followed at 8:30 a.m. by an introduction/orientation session.

The first set of classes will run from 9:00-10:30 a.m. "Careers In Music" will be taught by Martha Sharp, director, A&R, Elektra/Asylum; "Nashville Number System, Music Theory and Harmony For Writers" by Randy Goodrum, writer/producer/artist and past president of NSAI; and "Contract Negotiations, A to Z" by David Ludwick, Attorney with Ludwick, Lowell & Miller and counsel for NSAI.

The second round of classes, running from 10:45 a.m.-12:15 p.m., will be a repeat of the first three classes to enable those who missed one or the other because of the simultaneous scheduling to attend.

Following a lunch session from 12:30-1:30 p.m., the third and fourth round of classes — 1:30-3:00 p.m. and 3:15-4:45 p.m. — will also feature a repeating schedule like the first and second rounds. The classes offered will include "Survival Before, During And After A Hit," taught by Michael Kosser, author of *How To Become A Successful Nashville Songwriter*; "Making Demos And Preparing To Pitch," by writer/producer/artist Goodrum; and "Pros and Cons Of Being Your Own Publisher," by Charlie Monk, director, Nashville/Southern operations CBS Songs.

Following a dinner from 5:00-6:00 p.m., the final round of classes will commence. Set to run from 6:10-7:30 p.m., two classes will be offered — "Songwriter/Recording Artist — Pros And Cons," taught by writer/artists Don King and David Wills, plus another instructor to be named later; and "Co-Writing/Collaboration," by writers Debbie Hupp and Paul Craft and writer/producer Ed Penney.

Following the final classes, a Songwriters Showcase will be held at The Stockyard, beginning at 8:30 p.m.

For information on tickets and other seminar aspects, contact the NSAI by writing NSAI, 25 Music Square West, Nashville, Tenn. 37203 or by calling (615) 254-8903.

Country Retains Steady Market Share Overall In Spring '82 Arbitron Sweep

by Richard Imamura

NASHVILLE — Spiced by a few interesting developments, country radio maintained a steady share overall in nine of the markets surveyed by Arbitron during the Spring sweep, March 18-June 9. Gains in such Northern urban centers as New York, Philadelphia and Detroit were more or less balanced by losses in Los Angeles, San Diego and Washington, D.C.

The results varied widely from city to city, with such developments as the loss of a country station in Chicago balanced by the addition of one in Detroit in the midst of a seesaw battle for supremacy between WWWW (W4) and WCXI and the revitalization of such traditional market leaders as KLAC/Los Angeles and WHN/New York. While the period of unbridled growth for country radio nationwide may be reaching its limits, the Spring Book showed that competition within individual markets is more intense than ever.

Omitting Boston, where WDLW (which went to 0.6 from 0.7) is the only station in the market, five of the remaining eight markets had new leaders or ties for the top spot. Furthermore, all of the remaining three repeat market leaders (WHN/New York, WMAQ/Chicago and WUSL/Philadelphia) had strong competitors that continue to improve.

Typical of the intense competition during the Spring Book was the battle in Detroit, where W4 regained the lead from WCXI-AM with a 4.0, up from 3.6 in the Winter Book. WCXI-AM, meanwhile, scored a 3.1, down from the 4.3 in the Winter Book that had wrested the top spot previously held by W4. However, while the overall share of WCXI and W4 dropped a bit, it was more than balanced out by the addition of WCXI-FM, which switched from a Top 40 format to country during the sweep and ended up with a 2.8. Formerly WTWR, WCXI-FM's switch to country mirrored that of W4, which only two years ago was one of the nation's top AOR stations.

In Los Angeles, KLAC, which was once the only country station in the market, returned to the top spot by tying KZLA-FM with a 2.1, a slight jump from its 2.0 in the Winter Book. KZLA-FM, which had toppled traditional KLAC with its "soft" FM stereo sound, remained tied for first with a 2.1, but dropped from 2.5 in the Winter Book. KHJ, which was once one of the biggest Top 40

(continued on page 23)

CPA's WORST Show Set For Nashville

NASHVILLE — The Country Promoters' Assn. (CPA) will sponsor 12 one-hit artists in the "World's Oldest Rock Singers Together" (WORST) showcase at the Music City Playhouse July 24, with proceeds to benefit the CPA, an organization designed to promote the country promotion man as a dedicated professional.

The Casinos, the New Beats, Gene Kennedy and Buzz Cason are some of the one-record performers who will be presented in the event, which will also feature a '50s dance. Tickets to the benefit can be purchased at $5 apiece from any promoter in Nashville or at the **Cash Box** office on Music Row.

TOP 75 ALBUMS

		7/10	Weeks On Chart
1	**MOUNTAIN MUSIC** ALABAMA (RCA AHL1-4229)	1	19
2	**ALWAYS ON MY MIND** WILLIE NELSON (Columbia FC 37951)	2	18
3	**WAITIN' FOR THE SUN TO SHINE** RICKY SKAGGS (Epic FE 37193)	4	31
4	**IN BLACK & WHITE** BARBARA MANDRELL (MCA-5295)	5	18
5	**BIG CITY** MERLE HAGGARD (Epic FE 37593)	7	37
6	**HIGH NOTES** HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	3	13
7	**INSIDE** RONNIE MILSAP (RCA AHL1-4311)	15	4
8	**HEARTBREAK EXPRESS** DOLLY PARTON (RCA AHL 1-4289)	10	13
9	**LISTEN TO THE RADIO** DON WILLIAMS (MCA-5306)	9	14
10	**QUIET LIES** JUICE NEWTON (Capitol ST-12210)	12	8
11	**INSIDE AND OUT** LEE GREENWOOD (MCA-5305)	11	12
12	**NUMBER ONES** CONWAY TWITTY (MCA-5318)	13	8
13	**BLACK ON BLACK** WAYLON JENNINGS (RCA AHL1-4247)	6	20
14	**BOBBIE SUE** OAK RIDGE BOYS (MCA 5294)	8	22
15	**SOMEWHERE IN THE STARS** ROSANNE CASH (Columbia FC 37570)	18	4
16	**BROTHERLY LOVE** GARY STEWART & DEAN DILLON (RCA AHL 1-4310)	16	9
17	**BUSTED** JOHN CONLEE (MCA 5310)	19	14
18	**WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)** WILLIE NELSON (Columbia KC2 37542)	21	33
19	**SOUTHERN COMFORT** CONWAY TWITTY (Elektra E1-60035)	17	25
20	**FEELS SO RIGHT** ALABAMA (RCA AHL 1-3930)	20	69
21	**JUST SYLVIA** SYLVIA (RCA AHL1-4312)	26	5
22	**WHEN WE WERE BOYS** THE BELLAMY BROTHERS (Elektra E1-60019)	24	12
23	**FINALLY!** T.G. SHEPPARD (Warner/Curb BSK 3600)	28	25
24	**SHE'S NOT REALLY CHEATIN'** MOE BANDY (Columbia FC 38009)	33	5
25	**WINDOWS** THE CHARLIE DANIELS BAND (Epic FE 37694)	25	16
26	**CHARLEY SINGS EVERYBODY'S CHOICE** CHARLEY PRIDE (RCA AHL1-4287)	14	15
27	**THE PRESSURE IS ON** HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	26	45
28	**STRAIT FROM THE HEART** GEORGE STRAIT (MCA 5320)	40	3
29	**SOME DAYS IT RAINS ALL NIGHT LONG** TERRI GIBBS (MCA-5315)	22	7
30	**LAST TRAIN TO HEAVEN** BOXCAR WILLIE (Main Street ST730001)	31	11
31	**STILL THE SAME OLE ME** GEORGE JONES (Epic FE 37106)	34	33
32	**THE DUKES OF HAZZARD** VARIOUS ARTISTS (Scotti Bros./CBS E237712)	30	16
33	**AIN'T GOT NOTHING TO LOSE** BOBBY BARE (Columbia FC 37719)	36	14
34	**THE DAVID FRIZZELL AND SHELLY WEST ALBUM** (Warner Bros./Viva BSK 3643)	27	24
35	**PISTOL PACKIN' MAMA** HOYT AXTON (Jeremiah JH-5003)	38	7
36	**MY HOME'S IN ALABAMA** ALABAMA (RCA AHL1-4644)	29	106
37	**LOVE TO BURN** RONNIE McDOWELL (Epic FE 38017)	47	3
38	**SEASONS OF THE HEART** JOHN DENVER (RCA AFL1-4256)	32	17
39	**SOFT TOUCH** TAMMY WYNETTE (Epic FE 37980)	51	7
40	**THE MAN WITH THE GOLDEN THUMB** JERRY REED (RCA AHL1-4315)	43	7
41	**BET YOUR HEART ON ME** JOHNNY LEE (Full Moon/Asylum 5E-541)	37	39
42	**WHEN A MAN LOVES A WOMAN** JACK GRAYSON (Koala KOA 15751)	41	18
43	**STRAIT COUNTRY** GEORGE STRAIT (MCA 5349)	42	40
44	**STEP BY STEP** EDDIE RABBITT (Elektra 5E-532)	45	47
45	**THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!** DAVID FRIZZELL (Warner/Viva 23688-1)	48	2
46	**THE LEGEND GOES ON** THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	49	3
47	**AMAZING GRACE** CRISTY LANE (Liberty/LS LT-51117)	50	6
48	**I'M GOIN' HURTIN'** JOE STAMPLEY (Epic FE 37927)	35	13
49	**JUICE** JUICE NEWTON (Capitol ST 12136)	39	70
50	**CIMARRON** EMMYLOU HARRIS (Warner Bros. BSK 3603)	44	30
51	**GREATEST HITS** JIM REEVES & PATSY CLINE (RCA AHL1-4127)	46	33
52	**I AM WHAT I AM** GEORGE JONES (Epic FE 36586)	52	13
53	**I JUST CAME HOME TO COUNT THE MEMORIES** JOHN ANDERSON (Warner Bros. BSK 3599)	—	1
54	**LOVE WILL TURN YOU AROUND** KENNY ROGERS (Liberty LO-51124)	—	1
55	**TAKE ME TO THE COUNTRY** MEL McDANIEL (Capitol ST-12208)	55	12
56	**GREATEST HITS** OAK RIDGE BOYS(MCA 5150)	56	48
57	**TOO GOOD TO HURRY** CHARLY McCLAIN (Epic FE 38054)	—	1
58	**SHARE YOUR LOVE** KENNY ROGERS (Liberty LOO-1108)	58	63
59	**QUIET MAN** JOHN SCHNEIDER (Scotti Bros./CBS FZ 37956)	—	1
60	**GREATEST HITS** RONNIE MILSAP (RCA AHL 1-3722)	60	13
61	**FANCY FREE** OAK RIDGE BOYS (MCA 5209)	53	58
62	**THE SURVIVORS** JOHNNY CASH/JERRY LEE LEWIS/CARL PERKINS (Columbia FC 37961)	54	11
63	**KENNY ROGERS GREATEST HITS** KENNY ROGERS (Liberty LOO 1072)	63	70
64	**DESPERATE DREAMS** EDDY RAVEN (Elektra 5E-545)	65	37
65	**WHISKEY BENT AND HELL BOUND** HANK WILLIAMS, JR. (Elektra/Curb 6E-237)	—	1
66	**UNLIMITED** REBA McENTIRE (Mercury/PolyGram SRM-1-4047)	—	1
67	**THE SINGING COWBOY** REX ALLEN, JR. (Warner Bros. BSK 3671)	—	1
68	**LIVE** TANYA TUCKER (MCA 5299)	57	16
69	**SEVEN YEAR ACHE** ROSANNE CASH (Columbia JC-36965)	69	69
70	**FAMILY & FRIENDS** RICKY SKAGGS (Rounder 0151)	—	1
71	**FEELIN' RIGHT** RAZZY BAILEY (RCA AHL1-4228)	59	22
72	**I LIE** LORETTA LYNN (MCA 5293)	61	21
73	**YEARS AGO** STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	62	43
74	**ME AND MY R.C.** LOUISE MANDRELL AND R.C. BANNON (RCA AHL 1-4059)	64	22
75	**LIVE** BARBARA MANDRELL (MCA 5243)	65	46

COUNTRY RADIO AND CASH BOX:

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TOP 100 COUNTRY SINGLES

July 17, 1982

		7/10	Weeks On Chart
1	**I DON'T THINK SHE'S IN LOVE ANYMORE** CHARLEY PRIDE (RCA PB-13096)	2	13
2	**'TIL YOU'RE GONE** BARBARA MANDRELL (MCA-52038)	3	12
3	**TAKE ME DOWN** ALABAMA (RCA PB-13210)	6	8
4	**WOULD YOU CATCH A FALLING STAR** JOHN ANDERSON (Warner Bros. WBS 50043)	4	15
5	**DON'T WORRY 'BOUT ME BABY** JANIE FRICKE (Columbia 18-02859)	5	11
6	**ARE THE GOOD TIMES REALLY OVER** MERLE HAGGARD (Epic 14-02894)	7	10
7	**I DON'T CARE** RICKY SKAGGS (Epic 14-02931)	8	8
8	**WHEN YOU FALL IN LOVE** JOHNNY LEE (Full Moon/Asylum E-47444)	10	10
9	**LOVE'S FOUND YOU AND ME** ED BRUCE (MCA-52036)	9	13
10	**I JUST CUT MYSELF** RONNIE McDOWELL (Epic 14-02884)	12	11
11	**BORN TO RUN** EMMYLOU HARRIS (Warner Bros. 7-29993)	14	9
12	**HONKY TONKIN'** HANK WILLIAMS, JR. (Elektra E-47462)	16	8
13	**SLOW DOWN** LACY J. DALTON (Columbia 18-02847)	13	13
14	**HEARTBREAK EXPRESS** DOLLY PARTON (RCA PB-13234)	15	8
15	**ANY DAY NOW** RONNIE MILSAP (RCA PB-13216)	1	12
16	**OH GIRL** CON HUNLEY (Warner Bros. WBS 50058)	17	9
17	**NOBODY** SYLVIA (RCA PB-13223)	19	7
18	**SO FINE** OAK RIDGE BOYS (MCA-52065)	18	7
19	**AIN'T NO MONEY** ROSANNE CASH (Columbia 18-02937)	21	8
20	**I THINK ABOUT YOUR LOVIN'** THE OSMONDS (Elektra E-47438)	20	12
21	**I'M GONNA HIRE A WINO TO DECORATE OUR HOME** DAVID FRIZZELL (Warner/Viva WBS 50063)	23	9
22	**SOME MEMORIES JUST WON'T DIE** MARTY ROBBINS (Columbia 18-02854)	24	10
23	**FOOL HEARTED MEMORY** GEORGE STRAIT (MCA-52066)	26	5
24	**I'M NOT THAT LONELY YET** REBA McENTIRE (Mercury/PolyGram 76157)	25	8
25	**SHE USED TO SING ON SUNDAY** LARRY GATLIN & THE GATLIN BROS. BAND (Columbia 18-02910)	27	8
26	**WOMEN DO KNOW HOW TO CARRY ON** WAYLON JENNINGS (RCA PB-13257)	31	4
27	**IF YOU AIN'T GOT NOTHIN' (YOU AIN'T GOT NOTHIN' TO LOSE)** BOBBY BARE (Columbia 18-02895)	28	9
28	**HEAVENLY BODIES** EARL THOMAS CONLEY (RCA PB-13246)	30	6
29	**LOVE WILL TURN YOU AROUND** KENNY ROGERS (Liberty P-B-1471)	35	2
30	**OLD FRIENDS** ROGER MILLER & WILLIE NELSON W/ RAY PRICE (Columbia 18-02681)	32	6
31	**SHE'S PLAYING HARD TO FORGET** EDDY RAVEN (Elektra E-47469)	38	5
32	**I STILL LOVE YOU** TOMPALL & THE GLASER BROS. (Elektra E-47461)	37	6
S	**SHE'S NOT REALLY CHEATIN'** MOE BANDY (Columbia 18-02966)	40	5
34	**CHEATER'S PRAYER** THE KENDALLS (Mercury/PolyGram 76155)	36	7
35	**SLOW HAND** CONWAY TWITTY (Elektra E-47443)	11	13
S	**DANCING YOUR MEMORY AWAY** CHARLY McCLAIN (Epic 14-02975)	46	4
37	**WHAT'S FOREVER FOR** MICHAEL MURPHY (Liberty P-B-1466)	47	5
38	**JUST HOOKED ON COUNTRY** ALBERT COLEMAN'S ATLANTA POPS (Epic 14-02938)	39	9
39	**YOU TURN ME ON I'M A RADIO** GAIL DAVIES (Warner Bros. 7-29972)	48	4
40	**WHATEVER** THE STATLER BROTHERS (Mercury/PolyGram 76162)	49	3
41	**RODEO CLOWN** MAC DAVIS (Casablanca/PolyGram NB 2350)	41	8
S	**THIS DREAM'S ON ME** GENE WATSON (MCA-52074)	53	3
43	**TALK TO ME LONELINESS** CINDY HURT (Churchill CR 94004)	44	7
44	**THE HIGH COST OF LOVING** CHARLIE ROSS (TownHouse R-1057)	45	8
S	**NOTHING BEHIND YOU, NOTHING IN SIGHT** JOHN CONLEE (MCA-52070)	52	4
46	**BIG OLE BREW** MEL McDANIEL (Capitol P-B-5138)	55	3
47	**LOVE'S BEEN A LITTLE BIT HARD ON ME** JUICE NEWTON (Capitol P-B-5120)	22	10
48	**RING ON HER FINGER, TIME ON HER HANDS** LEE GREENWOOD (MCA-52026)	29	17
49	**SHE GOT THE GOLDMINE** JERRY REED (RCA PB-13268)	61	2
50	**I'M TAKIN' A HEART BREAK** TERRY GREGORY (Handshake WS9 02959)	60	4
51	**TONIGHT I'M FEELING YOU** JACK GRAYSON (Joe-Wes JW-81000)	33	7
52	**FRAULEIN** JOE SUN with SHOTGUN (Elektra E-47467)	54	5
53	**BLUE RENDEZVOUS** LLOYD DAVID FOSTER (MCA-52061)	64	5
54	**PEPSI MAN** BOBBY MACKEY (Moon Shine MS 3007)	57	7
55	**THE ONE THAT GOT AWAY** MEL TILLIS (Elektra E-47453)	34	8
56	**NOTHING BUT THE RADIO ON** YOUNGER BROTHERS (MCA-52076)	66	3
57	**DREAMS DIE HARD** GARY MORRIS (Warner Bros. 7-29967)	77	2
58	**FIRST TIME AROUND** RONNIE ROGERS (Lifesong LS 45116)	63	6
59	**LISTEN TO THE RADIO** DON WILLIAMS (MCA-52037)	42	14
60	**DON'T WE BELONG IN LOVE** STEPHANIE WINSLOW (Primero PR-1007)	67	4
61	**I FALL TO PIECES** PATSY CLINE/JIM REEVES (MCA-52052)	48	8
62	**IT'S HARD TO BE THE DREAMER** DONNA FARGO (RCA PB-13264)	72	3
63	**SHE IS THE WOMAN** SUPER GRIT COWBOY BAND (Hoodswamp HS-8005)	73	3
64	**NORTH WIND** JIM, JESSE & CHARLIE LOUVIN (Soundwaves NSD/W4671)	68	7
65	**DRINKING HER GONE AGAIN** RONNIE RENO (King J 0002)	65	6
66	**STUMBLIN' IN** CHANTILLY (Jaroco JR-51282)	76	4
67	**I'LL BE YOUR MAN AROUND THE HOUSE** KIERAN KANE (Elektra E-47478)	78	2
68	**SUNDAY GO TO CHEATIN' CLOTHES** DARLENE AUSTIN (Myrtle NSD/M 1002)	69	6
69	**KEEPING ME WARM FOR YOU** BRENDA LEE (MCA-52050)	70	
70	**I'LL BE LOVING YOU** BIG AL DOWNING (Team TRS1001AS)	81	
71	**GET INTO REGGAE COWBOY** THE BELLAMY BROTHERS (Elektra/Curb 7-29999)	—	
72	**I JUST CAME HERE TO DANCE** DAVID FRIZZELL & SHELLY WEST (Warner/Viva 7-29980)	—	
73	**WALKIN' AFTER MIDNIGHT** CALAMITY JANE (Columbia 18-02958)	75	
74	**PLAY THIS OLD WORKING DAY AWAY** DEAN DILLON (RCA PB-13208)	74	
75	**LOVE BUSTED** BILLY "CRASH" CRADDOCK (Capitol P-B-5139)	—	
76	**TAKE THE MEM'RY WHEN YOU GO** JACKY WARD (Asylum E-47468)	83	
77	**COWBOY IN A THREE PIECE BUSINESS SUIT** REX ALLEN, JR. (Warner Bros. 7-29968)	82	
78	**MIDNIGHT FLYER** DON HAYES (Adamas AD-102)	80	
79	**YOUR BEDROOM EYES** VERN GOSDIN (AMI 1307AA)	—	
80	**ROLL OVER BEETHOVEN** NARVEL FELTS (Lobo XI)	—	
81	**BACK IN DEBBIE'S ARMS** TOM CARLILE (Door Knob DK 82-180)	—	
82	**THERE AIN'T NO WAY** LOU HOBBS (Lobo IX)	85	
83	**RAGIN' CAJUN** THE CHARLIE DANIELS BAND (Epic 14-02995)	94	
84	**WE MADE MEMORIES** BOXCAR WILLIE & PENNY DeHAVEN (Main Street B952)	87	
85	**EVER-LOVIN' WOMAN** MARLOW TACKETT (RCA PB-13255)	92	
86	**WELCOME BACK TO MY HEART** BILLY WALKER (Tall Texas TTR 56)	86	
87	**I DON'T KNOW WHERE TO START** EDDIE RABBITT (Elektra E-47435)	50	
88	**JUST LIKE A COUPLE OF KIDS** STEVE MANTELLI (Picap P-0007)	88	
89	**BOCEPHUS** CHARLIE BOSARGE (JB 1262)	89	
90	**AFTER THE GLITTER FADES** STEVIE NICKS (Modern/Atco MR 7405)	90	
91	**LOVE NEVER DIES** GARY WOLF (Columbia 18-02986)	—	
92	**REACH FOR THE LOVE** BUFFALO & BRANDY (KM2003)	—	
93	**WE'VE GOT TO START MEETING LIKE THIS** JOHN WESLEY RYLES (Primero PR 1004)	95	
94	**MORNING, NOON AND NIGHT** ORION (Sun 7-1978-S)	96	
95	**ANOTHER CHANCE** TAMMY WYNETTE (Epic 14-02770)	51	
96	**JUST GIVE ME WHAT YOU THINK IS FAIR** LEON EVERETTE (RCA PB-13079)	56	
97	**OUR WEDDING BAND** LOUISE MANDRELL & R.C. BANNON (RCA PB-13095)	58	
98	**DREAMIN'** JOHN SCHNEIDER (Scotti Bros./CBS ZS5 02889)	59	
99	**EVERY TIME YOU CROSS MY MIND** RAZZY BAILEY (RCA PB-13084)	62	
100	**COAL MINERS BLUES** JIM OWEN (Sun 1174)	79	

ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

After The Glitter (Welsh Witch — BMI) 90
Ain't No Money (Coolwell/Granite — ASCAP) 19
Another Chance (First Lady/Sylvia's Mother — BMI)95
Any Day Now (Intersong — ASCAP) 15
Are The Good Times (Shade Tree — BMI) 6
Back In Debbie's Arms (Opa-Locka — ASCAP) ... 81
Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP) 46
Blue Rendezvous (House of Gold — BMI) 53
Bocephus (Brownleaf — BMI) 89
Born To Run (Rondor (London-PRS) adm in the U.S. & Canada by Irving — BMI) 11
Cheater's Prayer (Old Friends — BMI) 34
Coal Miners Blues (House of Love — BMI)/Shelby Singleton — BMI) 100
Cowboy In A (Peso/Wallet — BMI) 77
Dancing Your Memory (Barnwood — BMI) 36
Don't We Belong (Blackwood/O'Lyric — BMI) 60
Don't Worry About (Old Friends/Tree/Duchess-MCA/Pos... — BMI) 5
Dreamin' (Warner-Tamerlane — BMI) 98
Dreams Die Hard (Jensing/Chick Rains — BMI) ... 57
Drinking Her Gone Again (Shady Del — ASCAP) .. 65
Ever-Lovin' Woman (Combine — BMI/Music City — ASCAP) 85
Everytime You Cross (House Of Gold — BMI) 99
First Time Around (New Keys — BMI) 58
Fool Hearted Memory (Make Believus/Welbeck — ASCAP) 23
Fraulein (Unart — BMI) 52
Get Into Reggae (Bellamy Bros./Famous — ASCAP)71
Heartbreak Express (Velvet Apple — BMI) 14
Heavenly Bodies (Blue Moon/Merilark/April — ASCAP) 28
Honky Tonkin' (Fred Rose/Hiram/Rightsong — BMI) 12
I Don't Care (Cedarwood — BMI) 7
I Don't Know (Briarpatch/DebDave — BMI) 87
I Don't Think (Royal Haven — BMI) 1
I Fall To Pieces (Tree — BMI) 61
I Just (Hall-Clement c/o Welk — BMI) 72
I Just Cut Myself (This Side Up (div. of Prestige)/Cross Keys — ASCAP) 10
I Still Love You (Milene — ASCAP) 32
I Think About (Blackwood/Magic Castle — BMI) .. 20
If You Ain't (Tree — BMI/Cross Key — ASCAP) ... 27
I'll Be Loving You (Metaphor — BMI) 70
I'll Be Your (Cross Keys — ASCAP) 67
I'm Gonna Hire A Wino (Peso/Wallet — BMI) 21
I'm Not That (Swallowfork — ASCAP) 24
I'm Takin (Easy Listening — ASCAP/Algee/Al Galico — BMI) 50
It's Hard To Be (Galleon — ASCAP/Algee — BMI) . 62
Just Give Me What (Peso — BMI) 96
Just Hooked (Medley — Various Publishers) 38
Just Like (Onhison — BMI/Robchris — BMI) 88
Keep Me Warm For You (Great Foreign/Skin Deep — ASCAP/BMI) 69
Listen To (Southwest Words and Music — BMI) ... 59
Love Busted (Tree — BMI) 75
Love Never Dies (Galleon — BMI) 91
Love Will Turn (Lionsmate/DebDave/Briarpatch — ASCAP/BMI) 29
Love's Been A (Bobby Goldsboro/House of Gold — BMI) 47
Love's Found You (Tree/Newkeys w/Sugarplum and Sister John — BMI) 9
Midnight Flyer (Jody Miller — BMI) 78
Morning, Noon and Night (Ft. Knox/Jupace — BMI) 94
Nobody (Tom Collins — BMI) 17
North Wind (Jack and Bill/Welk — ASCAP) 64
Nothing Behind You (Tree — BMI) 45
Nothing But The (House of Gold — BMI) 56
Oh Girl (Unichappell — BMI) 16
Old Friends (Alrhond — BMI) 30
Our Wedding Band (Jack & Jill — ASCAP/Hall-Clement c/o Welk — BMI) 97
Pepsi Man (Chatter Box — ASCAP) 54
Play This Old (Tree — BMI) 74
Ragin' Cajun (Hat Band — BMI) 83
Reach For The Love (Stripling — BMI) 92
Ring On Her Finger (Tree/Love Wheel — BMI) 48
Rodeo Clown (Songpainter — BMI) 41
Roll Over Beethoven (ARC — BMI) 80
She Got The Goldmine (House of Gold — BMI) ... 49
She Is The Woman (Hoodswamp — BMI) 63
She Used To (Larry Gatlin — BMI) 25
She's Not Really (Baray/Wood Hall — BMI) 33
She's Playing Hard (April — ASCAP/Blackwood — BMI) 31
Slow Down (Algee — BMI) 13
Slow Hand (Warner-Tamerlane/Flying Dutchman — BMI/Sweet Harmony — ASCAP) 3
So Fine (Eldorado — BMI) 1
Some Memories Just (House of Gold — BMI) 2
Stumblin' In (Chinnichap — adm. in U.S. & Can. by Careers — BMI) 6
Sunday Go To Cheatin' Clothes (I.S.P.D. — ASCAP)6
Take Me Down (Chinnichap adm. in U.S. & Can. by Careers/Irving/Down 'N Dixie — BMI) 1
Take The Mem'ry (Colgems — EMI — ASCAP) 7
Talk To Me (Leona — ASCAP) 4
The High Cost Of Loving (Rick Hall — ASCAP) 4
The One That Got Away (Sawgrass — BMI) 5
There Ain't No Way (Famous — ASCAP) 8
This Dream's On Me (Coal Miners — BMI) 4
'Til You're Gone (Rick Hall — ASCAP) 1
Tonight I'm (Loyd of Nashville/Hinsdale/Plum Creek — BMI) 5
Walkin' After Midnight (4-Star — BMI) 7
We Made Memories (Column II/Sage Hen — BMI) . 8
Welcome Back To My Heart (Acuff-Rose — BMI) .. 8
We've Got To (Hall/Clement c/o Welk — BMI) 9
Whatever (American Cowboy Music — BMI) 4
What's Forever For (Tree — BMI) 3
When You Fall (Sweet Baby — BMI/Music City — ASCAP) 1
Women Do Know (Waylon Jennings/Vogue & Baby Chick c/o Welk — BMI) 2
Would You Catch A Falling Star (Tree — BMI) 2
You Turn Me On (Crazy Crow — BMI) 3
Your Bedroom Eyes (Nub-Pub — ASCAP) 7

= Exceptionally heavy radio activity this week

S = Exceptionally heavy sales activity this week

THE COUNTRY MIKE

NEW COUNTRY STATION FOR MOBILE — **WJQY-FM**/Mobile will make the move to a country radio format when the station drops its current easy listening format later this month. Named as program director is former PD at **WYDE**/Birmingham **Mike Malone**. Former Country Music Assn. medium market DJ for 1978 **Larry James** will be in the morning drive slot. James moves to WJQY after serving as MD/PD and morning drive man for **WYAK**/Surfside Beach, S.C. The new station, known as Q-Country, will broadcast a 3,000 watt signal at 89 on the FM dial.

PROGRAMMER PROFILE — While on tour with the Navy, **Mike Carta** began to realize that the high seas didn't offer all that he wanted, so after performing with the USO troupe he decided that an education could be the right outlet towards a more meaningful job. Carta enrolled in the University of Kentucky's mass communication program while he played in a rock band at night. Soon thereafter, he learned of a job opening at **WSFC**/Somerset, where he soon landed a part-time DJ job with the station. After two years at U.K., Carta decided to move to Florida to further study broadcasting at Jones Business College in Jacksonville. While in school, Carta began working at **WKTZ-AM&FM**/Jacksonville, where he steered the morning drive shift. With help from **Ed Ball Oberle**, Carta continued to improve his DJ skills, and after a year with WKTZ, he was named program director. In 1975, Carta moved across town to **WVOJ**, where he once again held down a DJ spot. By late 1976, Carta then made the move to **WMAY**/Springfield, Ill., which was Top 40 at the time. When ratings for Top 40 started to decrease, Carta and the staff at WMAY completely changed the format over to country and watched as the ratings began to climb back up the scale. Two years later, Carta heard of an opening for program director at **WIL**/St. Louis, and he quickly sent an air tape to **Walt Turner**, who was the general manager at WIL. Impressed with the tape, Turner hired Carta as program director for the St. Louis country station in mid-1979. Along with doing some on-air work, Carta and present general manager **Craig Magee** continue to plan station promotional events and sponsor special contests and other radio-related events since joining WIL in 1979.

Mike Carta

CROSSTOWN MOVE FOR COOK — **Charlie Cook**, formerly program director at **KHJ**/Los Angeles, has been named to a similar position with crosstown competitor **KLAC**/Los Angeles. Cook, who resigned his position at KHJ recently, is a veteran radio person who had worked with **WHN**/New York, **WWVA**/Wheeling and **KLAK**/Denver before moving to Southern California and KHJ.

BOYLES LEAVES NEW YORK'S COUNTRY FM — Following a period of what he termed "soul searching," **Don Boyles** resigned as general manager of **WKHK-FM**/New York July 7. Later that same day, the Viacom station appointed **George Wolfson** of Blair-Starfles to fill the post. Officials of the station, currently relocating its offices from Woodside to Times Square, said that further changes in personnel are not expected. **Bill Ford** and **John Brejot** remain as program director and music director, respectively.

NEW RADIO SHOW FOR WJRB — In conjunction with the Hall of Fame Motor Inn of Nashville, **WJRB**/Nashville begins a new interview segment for the country station to be recorded at the inn. Pinned the "**Tom McBee** Promotion Celebrity Booth," the station will feature interviews with leading country music personalities Monday thru Wednesday, with **Bob Mitchell** serving as host and moderator.

ALL STATIONS — *Country Mike* wants to hear from any country station. Whether it may deal with station promotions, personality profiles, disc jockey line-ups or changes, let *Country Mike* know. You need not be a reporter to **Cash Box**, so send your stations' news to *Country Mike*, c/o **Cash Box** Magazine, 21 Music Circle East, Nashville, Tenn. 37203.

country mike

PROGRAMMERS PICKS

Andy Witt	**WTSO**/Madison	**Dreams Die Hard** — Garry Morris — Warner Bros.
Reggie Neal	**WXBQ**/Bristol	**Get Into Reggae Cowboy** — The Bellamy Brothers — Elektra
Dave Wolfe	**WHOO**/Orlando	**She Got The Goldmine** — Jerry Reed — RCA
Country Joe Flint	**KSOP**/Salt Lake City	**Love Busted** — Billy "Crash" Craddock — Capitol
Rita Basnight	**WBXB**/Edenton	**Love Never Dies** — Gary Wolf — Columbia
Tiny Hughes	**WROZ**/Evansville	**Nothing Behind You, Nothing In Sight** — John Conlee — MCA
Chris Taylor	**KYNN**/Omaha	**I Just Came Here To Dance** — Frizzell & West — Warner/Vivia
Mike Buechler	**KBMY**/Billings	**This Dream's On Me** — Gene Watson — MCA
Dan Williams	**WCMS**/Norfolk	**I'll Be Your Man Around The House** — — Kieran Kane — Elektra
Marc Hahn	**KTOM**/Salinas	**Nothing But The Radio On** — Younger Brothers — MCA
Mike Brady	**KSON**/San Diego	**Love Will Turn You Around** — Kenny Rogers — Liberty
Rick Stevens	**KWKH**/Shreveport	**Stumblin' In** — Chantilly — Jaroco
Jack Seckel	**WIXZ**/McKeesport	**I'll Have To Say I Love You In A Song** — Vince & Diane Hatfield — Bluemoon
Lee Shanon	**WQIK**/Jacksonville	**I Just Came Here To Dance** — Frizzell & West — Warner/Viva

MOST ADDED COUNTRY SINGLES

1. **GET INTO REGGAE COWBOY — THE BELLAMY BROTHERS — ELEKTRA** — 26 ADDS
2. **DREAMS DIE HARD — GARY MORRIS — WARNER BROS.** — 25 ADDS
3. **I JUST CAME HERE TO DANCE — DAVID FRIZZELL & SHELLY WEST — WARNER/VIVA** — 25 ADDS
4. **LOVE BUSTED — BILLY "CRASH" CRADDOCK — CAPITOL** — 23 ADDS
5. **YOUR BEDROOM EYES — VERN GOSDIN — AMI** — 22 ADDS
6. **ROLL OVER BEETHOVEN — NARVEL FELTS — LOBO** — 16 ADDS
7. **BACK IN DEBBIE'S ARMS — TOM CARLILE — DOOR KNOB** — 16 ADDS
8. **LOVE NEVER DIES — GARY WOLF — COLUMBIA** — 16 ADDS
9. **REACH FOR THE LOVE — BUFFALO & BRANDY — KM** — 16 ADDS
10. **BIG OLE BREW — MEL McDANIEL — CAPITOL** — 15 ADDS

MOST ACTIVE COUNTRY SINGLES

1. **WOMEN DO KNOW HOW TO CARRY ON — WAYLON JENNINGS — RCA** — 53 REPORTS
2. **FOOL HEARTED MEMORY — GEORGE STRAIT — MCA** — 50 REPORTS
3. **LOVE WILL TURN YOU AROUND — KENNY ROGERS — LIBERTY** — 47 REPORTS
4. **DANCING YOUR MEMORY AWAY — CHARLY McCLAIN — EPIC** — 47 REPORTS
5. **HEAVENLY BODIES — EARL THOMAS CONLEY — RCA** — 44 REPORTS
6. **NOBODY — SYLVIA — RCA** — 43 REPORTS
7. **SHE'S NOT REALLY CHEATIN' — MOE BANDY — COLUMBIA** — 43 REPORTS
8. **WHATEVER — THE STATLER BROTHERS — MERCURY/POLYGRAM** — 38 REPORTS
9. **I'M NOT THAT LONELY YET — REBA McENTIRE — MERCURY/POLYGRAM** — 36 REPORTS
10. **SHE'S PLAYING HARD TO FORGET — EDDY RAVEN — ELEKTRA** — 36 REPORTS

Country Retains Steady Market Share Overall In Spring '82 Arbitron Sweep

(continued from page 20)

stations in the country, dropped a bit to 1.5 from 1.6. KZLA-AM dropped to 0.2.

In New York, traditional leader WHN widened its lead over newcomer WKHK by jumping to 2.7 from 2.1. However, the revitalization of WHN was balanced by a jump to 1.7 from 1.5 by WKHK. New York's only full-time commercial jazz station as WRVR until it switched to country in September of 1980, after a series of books hovering in the 0.5-1.0 range, WKHK's 1.7 may shake the doldrums from three consecutive 1.5 books.

The top spot in the market also remained the same in Chicago and Philadelphia, but that's where the similarity ends. In Chicago, the legendary WMAQ retained its market leadership with a 3.5 to the 2.3 garnered by WJEZ. Further solidifying WMAQ's leadership, WJJD, which had scored a 1.1 during the Winter Book, dropped out of the running and changed its format to Big Bands for the Spring Book. (It went on to score a 2.7 in the Spring Book as a Big Band station.)

Hot Race In Chicago

Nevertheless, despite the current lead and WJJD's abdication, the Chicago race is hotter than it's been in some time. While WMAQ's 3.5 still leads the market, it represents a decline from 3.9 in the Winter. On the other hand, the 2.3 by WJEZ was a 43% increase over 1.6 in the Winter and sliced WMAQ's lead from 2.3 to 1.2. The 0.8 share of listeners left over from the demise of WJJD may prove interesting in the Summer Book.

Contrasting starkly with the competition in Chicago, WUSL/Philadelphia improved its numbers and widened its lead in the country market with a 3.0, up from 2.6. Its only competitor, WFIL, fell a little farther behind, but also improved to 2.5 from 2.4.

In San Francisco, KNEW regained the lead from KSAN-FM by a margin of 2.9-2.4 — a reversal of the Winter Book where KSAN-FM took the lead 3.1-2.1.

In Washington, D.C., the lead also switched hands with WMZQ dropping behind WPKX-FM, which assumed the top spot by remaining steady at 2.9. WMZQ, meanwhile, dropped from 3.0 to 2.7. Thus a tight race remained tight. In the meantime, WPKX-AM remained steady at 1.1.

Not to be outdone, the race in San Diego provided probably the most clearly stated illustration of the intense competition now raging over country radio supremacy in individual markets across the country. In the Winter Book, KSON led KCBQ 3.1 to 3.0 — this time, they tied at 2.9. While both stations dropped, the setback can only be viewed as temporary in light of the impetus of competition and the vast audience for country in the area around San Diego County.

Foree To Retire From Acuff-Rose After 36 Years

NASHVILLE — After 36 years as a promotion man for Acuff-Rose Publishing, Mel Foree will retire July 25 with a party hosted by Acuff-Rose in his honor at Nashville's Hyatt Regency Hotel.

A native of Athens, Texas, Foree developed an interest in music when a teacher offered him free piano lessons in return for delivering her mail. In 1942, Fred Rose offered Foree a job as a songwriter with his newly formed publishing house with partner Roy Acuff, and, by 1946, Foree began promoting country records for the firm. Foree promoted such artists as Hank Williams, Roy Orbison and the Everly Brothers.

"Mel Foree is the greatest promotion man that ever lived," said Wesley Rose, of Acuff-Rose, about the man touted as the first country promoter. "We're sorry to lose him due to retirement. There'll never be another Mel Foree, and he can never be replaced."

Those interested in attending Foree's retirement party should contact Dean May at (615) 385-3031.

Mel Foree

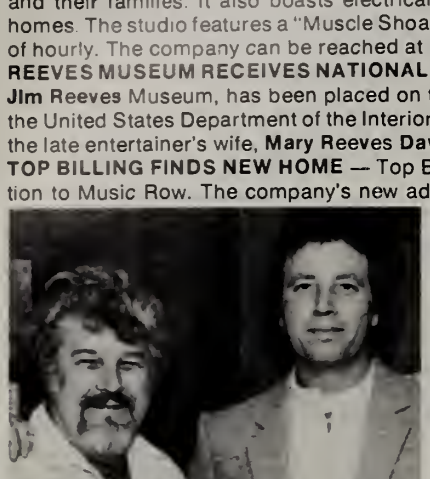
THE COUNTRY COLUMN

WHAT'S COOKIN' WITH THE BURRITOS — The **Burrito Brothers** recently opened Nashville offices at 822 19th Ave. So. The building houses both **Martyn Smith** Management and Burrito Brothers Prods. The duo — **John Beland** and **Gib Guilbeau** — is working in the studio with producer **Randy Scruggs** on its third Epic album, tentatively titled "Our Roots Are Country Music." The duo took a brief hiatus from the project, however, when Beland was married in a small ceremony in Nashville, June 26, to **Janice Kempson**. The couple was given a seven-week-old springer spaniel as a wedding gift, which they named "Arthur." The act was also featured recently in the live Radio Luxembourg broadcast from the Cannery along with **Stella Parton** and **Gene Cotton.**

STUDIO MOVES — The Sound Lab, located at 1708 Grand Ave., recently changed its name to the Recording Company. The studio is owned and operated by **Harold Lee** and **Billy Sherrill,** both engineers, and **Tom Irby,** a studio designer who operates his company, Studio Supply, out of the building as well . . . **Walter Haynes** and **Jack Barlow** opened Burns Station Sound July 8 in Burns, Tenn., 35 miles west of Music City. The facility is somewhat of a first in central Tennessee, providing living quarters for artists and their families. It also boasts electrical hookups for buses, campers and motor homes. The studio features a "Muscle Shoals-type" charge with a set daily rate instead of hourly. The company can be reached at (615) 446-0124.

REEVES MUSEUM RECEIVES NATIONAL HONOR — Evergreen Place, the site of the **Jim Reeves** Museum, has been placed on the National Register of Historic Places by the United States Department of the Interior. The museum, now under the guidance of the late entertainer's wife, **Mary Reeves Davis,** was formerly the couple's home.

TOP BILLING FINDS NEW HOME — Top Billing has moved from its Green Hills location to Music Row. The company's new address is 1003 18th Ave. S. The telephone number is (615) 327-1133.



HARD AT WORK *— Bob Montgomery (l) and recording artist Lloyd David Foster recently got together to look at material for Foster's upcoming MCA debut LP. Foster's current MCA single, "Blue Rendezvous," is #53 on the* ***Cash Box*** *Country Chart.*

CONGRATULATIONS — to **Janie Fricke** on her engagement to manager **Randy Jackson.** A wedding is planned some time in September . . . Congrats also to **Raymond** and **Bonnie Hicks** on the birth of a daughter, **Hilary,** June 21, at the Hendersonville Community Hospital. The father is the road manager for the **Oak Ridge Boys** . . . Salutations also to **Doug** and **Mary Breckenridge,** who had a son, **Hunter Loren,** June 22 at St. Joseph's Hospital in Kansas City. The mother is a publicist with Brokaw-Gangwisch.

McCLAIN PLAYING IT KOOL — Charly McClain will take on somewhat of a military stance when she embarks on a Kool-sponsored tour of military bases Aug. 22 with **Keith Stegall.** The tour, which runs through Sept. 19, will take both artists to 20 military bases across the nation, with the performances open to military personnel only.

DON'T BE LATE — The Country Music Assn. (CMA) recently informed us that tickets for its annual Awards Show and Post Awards Show Party have been mailed out. Deadline for returning ticket orders is Aug. 16.

ENGLISH FIRM GOES ORIENTAL THROUGH NASHVILLE — DJM Prods., a firm directly associated with London-based **Dick James** Music, has begun work on the first recording project developed through its Nashville offices. **Arthur Braun,** vice president and general manager of the Music Row bureau, is packaging **Jo Ann Hunter** for the English-speaking market in the Far East. Hunter is currently recording under the direction of producer **Gary Harrison,** who says the project is something in the vein of "**Leslie Gore** meets the **Go-Go's.**" Born in Japan, the 18-year-old songstress is a member of the cast of Opryland U.S.A.'s "I Hear America Singing" and will make her Oriental debut at the Yamaha Music Festival at the Budokan Hall in Tokyo during November.

OSMONDS THINK ABOUT AN ALBUM — With their "I Think About Your Lovin' " single one of this past spring's surprises, the **Osmond Brothers** have begun work on a forthcoming album in Muscle Shoals under the guidance of producer **Rick Hall,** who was responsible for **Jerry Reed**'s latest undertaking. Hall was the producer for the Osmonds' monster pop hit in 1971, "One Bad Apple." The group reunited with **Donny, Jimmy** and **Marie** for a one-month summer tour that began in Philadelphia June 30.

SHEPPARD CELEBRATES 300th — T.G. Sheppard performed June 19 in Columbia, Penn., where the state was celebrating its 300th birthday. Appearing with Sheppard were the **Younger Brothers** Band, **Narvel Felts, Cedar Creek,** the **Susquehanna River Band** and **Apple Jack** in an all-day event. Proceeds from the show benefitted the Columbia community.

NELSON MEANS MORE THAN BEANS TO LIMA — **Willie Nelson** will appear at Lima, Ohio's annual Square Fair July 30 in an effort to aid the economically-depressed town of 48,000. A March 3 *Wall Street Journal* story, which compared Lima's current state with the prosperous conditions of San Angelo, Texas, prompted the Texas town's citizens to aid the Limans in their plea for help.

NOT ONLY DO THEY WRITE . . . Stewart Harris, CBS Songs; **Buzz Arledge,** United Artists Music; and **Michael Stewart, Kelso Herston** Music; all flew to Washington, D.C. recently to talk with South Carolina Senator **Strom Thurmond** about Senate Amendment #1333, which would levy a tax on home taping equipment at the point of purchase. Each of the trio of songwriters is a Carolina native, and Thurmond is chairman of the Senate Judiciary Committee currently reviewing the piece of legislation. **tom roland**

SINGLES TO WATCH

JOHNNY PAYCHECK — D.O.A. (Drunk On Arrival) — (Epic 14-03052)

AMY WOOLEY — If My Heart Had Windows — (MCA MCA-52084)

J.J. CALE — City Girls — (Mercury 76163)

SNUFF — (So This Is) Happy Hour — (Elektra/Curb 7-69996)

KAREN BROOKS — New Way Out — (Warner Bros. 7-29958)

NYC New Music Seminar Agenda, Panels Announced

(continued from page 12)

KROQ; Dave Hamilton, Doubleday; Scott Muni, WNEW-FM; Jon Sinton, Burkhardt/Abrahms Assoc.; and Dave Gariano, Sebastian/Casey Assoc.

The DJs & Clubs seminar will be moderated by Craig Kostich, Warner Bros. Panelists will include Ivan Brotman, Pyramid and Mudd; Mark Kamins, Danceteria; Chipper McKearnin, Maximus; Bambaataa Asim, Soul Sonic Force and Jazzy 5; John Benitez, Fun House; Francois Kevorkian, Prelude Records; Robert Oimet, The Limelight; Shep Pettibone, WRKS; and Alan Robinson, Western Area Rock DJs.

An address will be given at 6:00 p.m. by Clive Davis, president, Arista Records.

More Meetings

On Tuesday, July 20, from 11:00 a.m. to 12:30 p.m., there will be a Press Panel and a Distribution & Marketing seminar. Moderating the Press Panel will be Andy Schwartz, publisher of *The New York Rocker*. Panelists will include Robert Christgau, *The Village Voice*; Richard Grabel, *New Musical Express*; Ira Robbins, *Trouser Press*; Robert Palmer, *The New York Times*; and Nelson George, *Billboard*.

The Distribution & Marketing seminar will be moderated by Marty Scott, The Jem Group of Co's. The panelists will be Steve Shmerler, Chrysalis Records; Ron McCarrell, Epic Records; Bob Rifici, RCA Records; Rick Dobbis, Arista Records; and Chris Knabe, 415 Records.

From noon to 1:00 p.m. there will be an Urban Contemporary Promotion Seminar, moderated by Juggy Gayles of Juggernaut. Panelists will include Jim Knapp, Musico; Jerry Lembo, Endless Music; Debbie Caponetta, ZE Records; Robynne Mondiano, IRS Records; Curtis Urbina, Importe 12; Dan Joseph, Beckett Records; and Bobby Shaw, Warner Bros. Records.

Management Seminar

An Artist Management seminar and an Independent Labels seminar will be held from 1:30 to 3:00 p.m. Charlie Prevost, manager for Supertramp and Chas Jankel, will be the moderator. Panelists will include Billy Gelber, Lookout Management; Paul McGuiness; Gordian Troeller; Pat Gibbons; and Roger Trilling.

The Independent Labels seminar will be moderated by Howie Klein, 415 Records. Panelists will include Bob Biggs, Slash Records; Bruce Kirkland, Stiff Records; Ray Caviano, RFC Records; Eric Dufaure, Cachalot Records; Neil Cooper, Reach Out Int'l Records; Cory Robbins, Profile Records; Danny Class, SAM Records; Stan Hoffman, Prelude Records; and Jay Boberg, IRS Records.

A Sound Workshop with Jim Tothe of the Peppermint Lounge will take place from 2:00 to 3:00 p.m.

Publicity Workshop

From 3:00 to 4:00 p.m. there will be a Publicity Workshop, moderated by independent publicist Nancy Goldstein. Panelists will include Howard Bloom, The Howard Bloom Org.; Barbara Pepe, RCA Records; Audrey Strahl, RIAA; Kathy Schanker, A&M Records; and independent publicists Janice Schact and Susan Crane.

Urban Contemporary and Retail seminars will be offered from 3:30 to 5:00 p.m. Barry Mayo, WRKS, will moderate the Urban Contemporary session. Participants will be Carlos DeJesus, WKTU; Steve Smith; KUKQ; Barry Richards, WAIL; Pam Wells, WGCI; Sonny Joe White, WXKS; and Joe Tamburro, WDAS.

Retail Angle

The Retail seminar will be moderated by Dave Weiss, RCA Records. Panelists will include Wresch Dawidjan, Record & Tape, Ltd.; Jim Nash, Wax Tracks; Charlie, Vinyl Mania; Diane Dragone, Starr Records; Alan Peller, J&R Music World; and Bruce Godwin, Record Rack.

The final presentation, an A&R Workshop, will run from 4:00 to 5:00 p.m., and feature Simon Potts, Arista Records, U.K.; Michael Rosenblatt, Sire Records; and Bruce Harris, Epic Records.

Talent showcases have been scheduled for both nights. Seminar registrants and a guest will be able to attend performances by Haircut 100, Soulsonic Force and Fashion at The Ritz on Monday night, and performances by Gang of Four and Trouble Funk at the Peppermint Lounge on Tuesday night.

Annie Goes Platinum

NEW YORK — The original soundtrack to the motion picture *Annie* on Columbia Records, has been certified platinum by the Recording Industry Assn. of America (RIAA), representing sales of 1,000,000 units.

MCA'S SPITTIN' IMAGE *— Executives of MCA Records gathered for a picture commemorating the signing of the label's latest acquisition, Columbus, Ohio-based rock group Spittin' Image. The group, fronted by singer/songwriter Mimi Rousseau, is scheduled to have its self-titled debut LP shipped this month. Pictured* ***standing*** *are (l-r): Sterling Smith, co-producer; Morrie Herzog and Martin Pichinson, executive producers; and Bonnie Greenberg, MCA business affairs. Pictured* ***seated*** *are (l-r): producer Robin Jenney and MCA Records president Bob Siner.*

TOP 75 ALBUMS

		7/10	Weeks On Chart
1	**THROWIN' DOWN** RICK JAMES (Gordy/Motown 6005GL)	2	7
2	**GAP BAND IV** THE GAP BAND (Total Experience/PolyGram TE 13001)	1	6
3	**STEVIE WONDER'S ORIGINAL MUSIQUARIUM I** STEVIE WONDER (Tamla/Motown 6002TL2)	3	8
4	**STREET OPERA** ASHFORD & SIMPSON (Capitol ST-12207)	4	8
5	**KEEP IT LIVE** DAZZ BAND (Motown 6004ML)	5	18
6	**DREAMGIRLS** ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	7	8
7	**STRAIGHT FROM THE HEART** PATRICE RUSHEN (Elektra E1-60015)	6	13
8	**JEFFREY OSBORNE** (A&M SP-4896)	10	5
9	**REUNION** THE TEMPTATIONS (Gordy/Motown 6008GL)	8	12
10	**BRILLIANCE** ATLANTIC STARR (A&M SP 4883)	13	17
11	**MY FAVORITE PERSON** THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	11	10
12	**THE OTHER WOMAN** RAY PARKER, JR. (Arista AL 9590)	12	13
13	**WHO'S FOOLIN' WHO** ONE WAY (MCA-5279)	14	18
14	**NIECY** DENIECE WILLIAMS (ARC/Columbia FC 37952)	9	14
15	**I'M THE ONE** ROBERTA FLACK (Atlantic SD 19354)	15	5
16	**OUTLAW** WAR (RCA AFL1-4208)	18	19
17	**JI** JUNIOR (Mercury/PolyGram SRM-1-4043)	16	12
18	**SOONER OR LATER** LARRY GRAHAM (Warner Bros. BSK 3668)	21	5
19	**ALLIGATOR WOMAN** CAMEO (Chocolate City/PolyGram CCLP 2021)	20	15
20	**WINDSONG** RANDY CRAWFORD (Warner Bros. 9 23687-1)	29	5
21	**FRIENDS** SHALAMAR (Solar/Elektra S-28)	17	22
22	**TRUST ME** JEAN CARN (Motown 6010ML)	25	6
23	**"D" TRAIN** (Prelude PRL 14105)	27	13
24	**DOWN HOME** ZZ HILL (Malaco MAL 7406)	23	23
25	**STEAMIN' HOT** THE REDDINGS (Believe In A Dream/CBS FZ 37974)	19	8
26	**SHARING YOUR LOVE** CHANGE (RFC/Atlantic SD 19342)	24	11
27	**LOVE IS WHERE YOU FIND IT** THE WHISPERS (Solar/Elektra S-27)	22	27
28	**HAPPY TOGETHER** ODYSSEY (RCA AFL1-4240)	37	4
29	**TUG OF WAR** PAUL McCARTNEY (Columbia TC 37462)	28	8
30	**SOUP FOR ONE** ORIGINAL SOUNDTRACK (Mirage/Atco WTG 19353)	32	5
31	**INSTANT LOVE** CHERYL LYNN (Columbia FC 38057)	50	2
32	**LITE ME UP** HERBIE HANCOCK (Columbia FC 37928)	34	8
33	**NEW DIMENSIONS** THE DRAMATICS (Capitol ST-12205)	33	7
34	**WE GO A LONG WAY BACK** BLOODSTONE (T-Neck/CBS FZ 38115)	55	2
35	**THE ONE GIVETH, THE COUNT TAKETH AWAY** WILLIAM "BOOTSY" COLLINS (Warner Bros. BSK 3667)	35	9
36	**DOIN' ALRIGHT** O'BRYAN (Capitol ST-12192)	36	17
37	**ATTITUDES** BRASS CONSTRUCTION (Liberty LT-51121)	38	12
38	**CURRENT** HEATWAVE (Epic FE 38065)	44	3
39	**STRONGER THAN EVER** ROSE ROYCE (Epic FE 37939)	40	7
40	**WISE GUY** KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	48	4
41	**MR. LOOK SO GOOD** RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249)	31	22
42	**CONFIDENCE** NARADA MICHAEL WALDEN (Atlantic SD 19351)	26	8
43	**LOVE HAS FOUND ITS WAY** DENNIS BROWN (A&M SP-4866)	42	10
44	**YOU'VE GOT THE POWER** THIRD WORLD (Columbia FC 37744)	39	18
45	**HOT AND NASTY** ST. TROPEZ (Destiny DLA-10004)	45	11
46	**FRIENDS IN LOVE** DIONNE WARWICK (Arista AL 9585)	30	11
47	**HERE WE GO AGAIN** BOBBY BLAND (MCA-5297)	60	2
48	**LOVE CHANGES** O.C. SMITH (Motown 6019)	54	9
49	**YES IT'S YOU LADY** SMOKEY ROBINSON (Tamla/Motown 6001 TL)	47	22
50	**I'LL DO MY BEST** RITCHIE FAMILY (RCA AFL1-4323)	49	10
51	**SOMETHING SPECIAL** KOOL & THE GANG (De-Lite/PolyGram SP1-6735)	52	40
52	**YOUR WISH IS MY COMMAND** LAKESIDE (Solar/Elektra S-26)	48	30
53	**STILL IN LOVE** CARRIE LUCAS (Solar/Elektra E1- 60008)	—	1
54	**LADIES OF THE EIGHTIES** A TASTE OF HONEY (Capitol ST-12173)	41	12
55	**CARRY ON** BOBBY CALDWELL (Polydor/PolyGram PD-1-6347)	56	16
56	**LIVE & OUTRAGEOUS** MILLIE JACKSON (Spring/PolyGram SP-1-6735)	58	21
57	**THE DUDE** QUINCY JONES (A&M SP-3721)	53	68
58	**ON THE FLOOR** FATBACK (Spring/PolyGram SP-1-6739)	—	1
59	**7** CON FUNK SHUN (Mercury/PolyGram SRM-1-14030)	61	31
60	**SKYYLINE** SKYY (Salsoul/RCA SA-8548)	59	37
61	**YOUR MAN IS HOME TONIGHT** TONY TROUTMAN (T. Main L-4000)	62	5
62	**DROP THE BOMB** TROUBLE FUNK (Sugar Hill SH 266)	64	12
63	**PURE & NATURAL** T-CONNECTION (Capitol ST-12191)	57	21
64	**LIVE ON THE SUNSET STRIP** RICHARD PRYOR (Warner Bros. BSK 3660)	51	14
65	**LOVE ME TENDER** B.B. KING (MCA-5307)	65	14
66	**BODY TALK** IMAGINATION (MCA 5271)	66	21
67	**TRUE DEMOCRACY** STEEL PULSE (Elektra E1-60113)	68	4
68	**WHY DO FOOLS FALL IN LOVE** DIANA ROSS (RCA AFL1-4153)	63	37
69	**THE POET** BOBBY WOMACK (Beverly Glen GB 1000)	69	36
70	**1982** THE STYLISTICS (Philadelphia Int'l./CBS FZ 37955)	43	6
71	**STREET SONGS** RICK JAMES (Gordy/Motown G8-1002M1)	70	64
72	**BREAKIN' AWAY** AL JARREAU (Warner Bros. BSK 3576)	72	48
73	**GIVE IT UP** PLEASURE (RCA AFL1-4209)	73	13
74	**NIGHT CRUISING** BAR-KAYS (Mercury/PolyGram SRM-1-4028)	71	36
75	**LOVE CONQUERS ALL** MICHAEL WYCOFF (RCA NFL1-8004)	67	16

A BABY THEY ALL KNOW *— Uno Melodic/PolyGram recording artist Bobbi Humphrey recently celebrated the release of her new single, "Baby Don't You Know," with a party at New York's Record Plant recording studio. Shown surrounding Humphrey at the fete are (l-r): Motown recording artist Rick James; PolyGram recording artist and Uno Melodic president Roy Ayers; and 20th Century recording artist Carl Carlton.*

THE RHYTHM SECTION

ON THE MOVE — Rumored for weeks, sources have confirmed that it is imminent that **Ray Harris**, RCA division vice president of black music, will join **Dick Griffey**'s Solar Records in a high-level post, possibly president. Harris and Griffey worked in concert when Solar, now distributed by WEA through Elektra/Asylum, was distributed through RCA. Harris is credited with providing RCA with its current visibility in the black music marketplace. At presstime, RCA officials would not confirm Harris' departure or any possible replacement as head of the black music division should he leave.

ROUGH ON THE ROAD — The Gap Band recently made a false start on its national tour. After a pair of dates, the group, along with Total Experience chief **Lonnie Simmons**, decided that there had not been enough preparation for the stage show. A spokesman for Total Experience said that the group would resume its tour July 17.

FULL OF HOPE — Grammy-winning producer/composer/arranger **Quincy Jones** is to receive the City of Hope's "Spirit of Life" Award in recognition of his humanitarianism and his contributions to the music industry July 15 at the International Room of the Beverly Hilton Hotel. In addition to dinner and dancing (with the dance music being provided by the **Michael Paige Orchestra**), Grammy-winner **James Ingram** and **Patti Austin** will join the Quincy Jones Orchestra for the evening's entertainment. Jones will be presented the award by last year's recipient, singer **Johnny Mathis**. Executive director of Music Industry for the City of Hope is **Bill Vernon** and president is **Mel Posner**, vice chairman of Elektra/Asylum Records.

NEVES AT NOVA — The warm bossa classicism of **Oscar Castro-Neves'** music is like a prism from which springs a fully colored spectrum of expression. Regularly appearing the last two years at Mulberry Street in Studio City near Los Angeles, Castro-Neves has jammed with seven fellow musicians, including four wind players, a French horn player, bassist and percussionist. With this aggregation, the Brazilian native treats the music of everyone from **Chopin** to **Antonio Carlos Jobim** with his own personal stylings, bringing the music to fuller fruition. Whether playing guitar and singing solo or joined by the wind players (**John Mitchell, Glenn Garrett, Phil Ayling** and **Mike Altschull**), French horn player (the lovely and talented **Barbara Korn**), percussionist (**Ron Powell**) and bassist (the regarded **Bob Magnusson**), the music is expertly executed. Playing with **Sergio Mendes'** group for 10 years, where he was a featured guitarist and later became music director and arranger with the group, Castro-Neves has also plied his crafts with a diverse list of other artists including **Dizzy Gillespie,** the late **Minnie Riperton, Dave Grusin, Johnny Mandel, Billy Eckstine, Andrew Gold,** and fellow Brazilian natives **Flora Purim** and Jobim. Based in Los Angeles since 1968, Neves has travelled to his homeland on many occasions, where he is in demand as a composer and arranger. During his career, which began when he was 14, he has been involved with countless recordings and concerts that have shown that the fusion of bossa nova, samba, classical and jazz is most viable. As he continues to hone his craft in Southern California venues and through appearances on public television, the U.S. music industry can not afford to ignore Oscar Castro-Neves.

DISPUTE — A New Jersey federal District Court Judge denied a request for a restraining order attempting to block a July 4 Independence Day show featuring **Diana Ross** at Giant Stadium, part of the Meadowlands sports complex administered by the New Jersey Sports and Exposition Authority, which was named as defendant in the action along with promoter **John Scher**, Ross and her attorney **John Frankelheimer**. Filing the suit was New Jersey-based TP&B Prods., headed by **Ted Powell** and **Ernest Booker**, joined by Lord Noble, Inc. and the National Assn. of Black Promoters, which is operating under the umbrella of Operation Push and **Rev. Jesse Jackson**. The real focus of the suit was on New Jersey promoter Scher, who was accused of obtaining "privileged information" leading to his obtaining the rights to the Ross show, although Lord Noble and TP&B allegedly had been in negotiations with Frankelheimer for months trying to obtain the show rights and the Giants Stadium venue. A spokesman for the plaintiffs claims that because of the information allegedly gained by Scher, he was able to secure the rights for the Ross show because he was able to offer a superior facility and a higher cash guarantee. While the court denied the restraint and the show did go on, the court also ordered depositions and a speedy discovery schedule to resolve the compensatory demands of the suit. Spokesmen for TP&B claim that losing the Ross show cost the company half of its annual income and permanently damaged the professional reputation of the firm.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

July 17, 1982

		7/10	Weeks On Chart
1	**LET IT WHIP** DAZZ BAND (Motown 1609MF)	2	19
2	**EARLY IN THE MORNING** THE GAP BAND (Total Experience/PolyGram TE-8201)	1	13
3	**DANCE WIT' ME** RICK JAMES (Gordy/Motown 1619GF)	3	10
4	**DO I DO** STEVIE WONDER (Tamla/Motown 1612TF)	4	7
5	**I REALLY DON'T NEED NO LIGHT** JEFFREY OSBORNE (A&M 2410)	5	11
6	**CUTIE PIE** ONE WAY (MCA 52049)	7	11
7	**STREET CORNER** ASHFORD & SIMPSON (Capitol P-B-5109)	8	14
8	**AND I AM TELLING YOU I'M NOT GOING** JENNIFER HOLLIDAY (Geffen 7-29983)	14	7
9	**TOO LATE** JUNIOR (Mercury/PolyGram 76150)	11	10
10	**SOUP FOR ONE** CHIC (Mirage/Atlantic WTG 4032)	10	12
11	**PLANET ROCK** SOUL SONIC FORCE (Tommy Boy TB-823)	12	7
12	**WE GO A LONG WAY BACK** BLOODSTONE (T-Neck/CBS ZS5 02825)	6	16
13	**STANDING ON THE TOP — PART 1** THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)	9	13
14	**KEEP ON** "D" TRAIN (Prelude PRL 8049)	16	8
15	**FORGET ME NOTS** PATRICE RUSHEN (Elektra E-47427)	13	19
16	**LOVE IS IN CONTROL (FINGER ON THE TRIGGER)** DONNA SUMMER (Geffen 7-29982)	32	3
17	**FLIRT** CAMEO (Chocolate City/PolyGram CC 3233)	24	6
18	**IT'S GONNA TAKE A MIRACLE** DENIECE WILLIAMS (ARC/Columbia 18-02812)	17	18
19	**(SITTIN' ON) THE DOCK OF THE BAY** THE REDDINGS (Believe In A Dream/CBS ZS5 02836)	21	8
20	**STILL WATER (LOVE)** O'BRYAN (Capitol P-B-5117)	22	9
21	**OLD FASHIONED LOVE** SMOKEY ROBINSON (Tamla/Motown 1615TF)	15	14
22	**THE REAL DEAL** THE ISLEY BROTHERS (T-Neck/CBS ZS5 02985)	27	4
23	**OUTLAW** WAR (RCA PB-13238)	26	6
24	**THE OTHER WOMAN** RAY PARKER, JR. (Arista AS 0669)	19	18
25	**LOVE ME DOWN** ATLANTIC STARR (A&M 2420)	30	6
26	**I'LL DO MY BEST (FOR YOU BABY)** RITCHIE FAMILY (RCA PB-13092)	28	10
27	**EBONY AND IVORY** PAUL McCARTNEY (Columbia 18-02860)	18	14
28	**CHEATING IN THE NEXT ROOM** ZZ HILL (Malaco 2079)	20	11
29	**LET ME GO** RAY PARKER JR. (Arista AS 0695)	38	5
30	**THANKS TO YOU** SINNAMON (Becket BKD 508)	34	9
31	**INSTANT LOVE** CHERYL LYNN (Columbia 18-02905)	35	7
32	**EMERGENCY** WHISPERS (Solar/Elektra S-48008)	23	12
33	**INSIDE OUT** ODYSSEY (RCA PB-13217)	49	6
34	**DON'T STOP WHEN YOU'RE HOT** LARRY GRAHAM (Warner Bros. WBS 50068)	31	11
35	**JUMP TO IT** ARETHA FRANKLIN (Arista AS 0699)	45	3
36	**I SPECIALIZE IN LOVE** SHARON BROWN (Profile PRO-5006)	25	14
37	**I DON'T NEED YOUR LOVE** SEQUENCE (Sugar Hill SH-783)	43	8
38	**FEMMES FATALES** ST. TROPEZ (Destiny D-2010)	41	10
39	**TAKING APPLICATIONS** RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-143)	42	5
40	**FEELIN' LUCKY LATELY** HIGH FASHION (Capitol P-B-5104)	40	10
41	**JUST AN ILLUSION** IMAGINATION (MCA-52067)	45	6
42	**SO FINE** HOWARD JOHNSON (A&M 2415)	51	4
43	**SHOW ME WHERE YOU'RE COMING FROM** CARRIE LUCAS (Solar/Elektra S-48010)	47	8
44	**SOMETHING ABOUT THAT WOMAN** LAKESIDE (Solar/Elektra S-48009)	37	11
45	**HOT FUN IN THE SUMMERTIME** DAYTON (Liberty P-B-1468)	52	5
46	**(AEROBIC DANCIN) KEEP DANCIN** R.J.'s LATEST ARRIVAL (Zoo York WS9 2737)	29	11
47	**BODY LANGUAGE** QUEEN (Elektra E-47452)	39	10
48	**ONE HELLO** RANDY CRAWFORD (Warner Bros. 7-29998)	54	7
49	**A NIGHT TO REMEMBER** SHALAMAR (Solar/Elektra S-48005)	36	16
50	**DANCE FLOOR (Part 1)** ZAPP (Warner Bros. 7-29961)	80	2
51	**I'M A WONDERFUL THING, BABY** KID CREOLE & THE COCONUTS (Sire SRE 50069)	57	8
52	**LAST NIGHT** STEPHANIE MILLS (Casablanca/PolyGram NB 2352)	65	2
53	**THE VERY BEST IN YOU** CHANGE (RFC/Atlantic 4027)	44	15
54	**WHEN YOU TOUCH ME** SKYY (Salsoul/RCA S7 7029)	64	4
55	**LETTIN' IT LOOSE** HEATWAVE (Epic 14-02904)	56	6
56	**DON'T HOLD BACK** MIKE AND BRENDA SUTTON (Sam 82-5028)	61	6
57	**TAKE SOME TIME OUT (FOR LOVE)** THE SALSOUL ORCHESTRA (Salsoul/RCA S7 7026)	59	7
58	**YOUR BODY'S HERE WITH ME** THE O'JAYS (Phila. Int'l./CBS ZS5 03009)	84	2
59	**ON THE FLOOR** FATBACK (Spring/PolyGram SP 3025)	65	4
60	**PRESIDENT'S RAP** RICH LITTLE (Boardwalk NB9-99901)	60	6
61	**THANG (GIMME SOME OF THAT THANG)** VIDEEO (Houston Connection 4W9 02923)	62	6
62	**SHOUT FOR JOY** DUNN & BRUCE STREET (Devaki/Mirus DK 1009)	71	3
63	**YOUR MAN IS HOME TONIGHT** TONY TROUTMAN (T. Main L-200)	69	7
64	**AMERICAN MUSIC** POINTER SISTERS (Planet/RCA JH-13254)	74	3
65	**FLAMETHROWER RAP** FELIX AND JARVIS (RFC/Quality 014)	66	5
66	**IT'S ALRIGHT** GINO SOCCIO (RFC/Atlantic 4052)	72	4
67	**IF YOU DON'T KNOW ME BY NOW** JEAN CARN (Motown 1620MF)	73	3
68	**DON'T THROW IT ALL AWAY** STACY LATTISAW (Cotillion/Atco 47011)	85	2
69	**WHY CAN'T WE LIVE TOGETHER** ILLUSION (Sugar Hill SH-785)	75	4
70	**I CAN MAKE YOU FEEL GOOD** SHALAMAR (Solar/Elektra S-48013)	81	3
71	**BURNIN' LOVE** PLUSH (RCA PB-13228)	77	4
72	**YOU'RE #1** NARADA MICHAEL WALDEN (Atlantic 4037)	46	12
73	**WAITING BY THE HOTLINE** DENIECE WILLIAMS (ARC/Columbia 18-03015)	—	1
74	**I'M THE ONE** ROBERTA FLACK (Atlantic 4068)	—	1
75	**STRAIGHT FROM THE HEART** CON FUNK SHUN (Mercury/PolyGram 76159)	79	5
76	**WE GOT THE GROOVE** A TASTE OF HONEY (Capitol 5132)	83	3
77	**CALYPSO FUNKIN'** BILLY OCEAN (Epic 14-02942)	78	4
78	**LOVE CHANGES** O.C. SMITH (Motown 1623MF)	88	9
79	**ALL THE WAY** JERRY BUTLER (Fountain FR 82-400)	86	2
80	**KEEP IN TOUCH (BODY TO BODY)** THE SHADES OF LOVE (Venture VD 5021)	90	2
81	**MURPHY'S JIVE LAW** THE MURPHYS (Venture VD-5020)	82	3
82	**YOUR IMAGINATION** DARYL HALL & JOHN OATES (RCA PB-13252)	—	1
83	**ELECTROPHONIC PHUNK** SHOCK (Fantasy 926)	95	2
84	**HAPPY HOUR** DEODATO (Warner Bros. 7-29984)	87	2
85	**GETTIN' TO THE GOOD PART** HERBIE HANCOCK (Columbia 18-03004)	—	1
86	**SOONER OR LATER** LARRY GRAHAM (Warner Bros. 7-29956)	—	1
87	**WILL YOU KISS ME ONE MORE TIME** LOU RAWLS (Epic 14-02999)	—	1
88	**GIVE YOUR LOVE TO ME** BILL SUMMERS And SUMMERS HEAT (MCA-52077)	—	1
89	**BACK TRACK** CERRONE (Pavillion/CBS ZS5 02952)	—	1
90	**THE LOVER IN YOU** THE SUGAR HILL GANG (Sugar Hill SH-756)	—	1
91	**LOVE YOU MADLY** CANDELA (Arista CP 715)	58	7
92	**MURPHY'S LAW** CHERI (Venture VD-5019)	33	20
93	**WIDE SHOT** SUPERIOR MOVEMENT (C.I.M./CBS ZS5 02906)	63	8
94	**FIRST IMPRESSIONS** HIGH INERGY (Gordy/Motown 1613GF)	53	10
95	**I JUST WANT TO SATISFY** THE O'JAYS (Phila. Int'l./CBS ZS5 02834)	50	17
96	**OVER LIKE A FAT RAT** FONDA RAE (Vanguard SPV-55)	99	2
97	**WORK THAT BODY** DIANA ROSS (RCA PB-13201)	67	13
98	**LOOKING UP TO YOU** MICHAEL WYCOFF (RCA PB-13214)	55	7
99	**IF THIS WORLD** COFFEE (De-Lite/PolyGram DE 819)	76	5
100	**FRIENDS IN LOVE** DIONNE WARWICK and JOHNNY MATHIS (Arista AS 0673)	70	14

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP) 49
Aerobic Dancin (Arrival — BMI) 46
All The Way (Bull Pen — BMI/Perren Vibes — ASCAP) 79
American Music (Ensign/Parker McGee — BMI) .. 64
And I Am (Dreamgirls — ASCAP/Dreamettes — BMI) 8
Back Track (Anonymous — ASCAP) 89
Body Language (Queen — BMI) 47
Burnin' Love (A la Mode — ASCAP) 71
Calypso Funkin' (Blackwood — BMI/Chappell — ASCAP/Motcha — PRS) 77
Cheating In (Malaco/Gorilla Queen — BMI) 28
Cutie Pie (Duchess/Perk's — BMI) 6
Dance Floor (Troutman's — BMI) 50
Dance Wit Me (Jobete/Stone City — ASCAP) 3
Do I Do (Jobete + Black Bull — ASCAP) 4
Don't Hold Back (Colgems/Mibren — ASCAP) 56
Don't Stop When (Graham-O-Tunes — BMI) 34
Don't Throw It (Famous/Gay Noel — ASCAP) 68
Early In The Morning (Total Experience — BMI) ... 2
Ebony And Ivory (MPL Communications — ASCAP) 27
Electrophonic Phunk (Mac Man — ASCAP) 83
Emergency (Spectrum VII/Silver Sounds — ASCAP) 32
Feelin' Lucky Lately (Little Macho — ASCAP) 40
Femmes Fatales (De Note — BMI) 38
First Impressions (Bobby Goldsboro — ASCAP/House Of Gold — BMI) 94
Flamethrower Rap (Center City — ASCAP) 65
Flirt (All Seeing Eye/Cameo 5 — BMI) 17
Forget Me Nots (Baby Fingers — ASCAP/Freddie Dee — BMI) 15
Friends In Love (Garden Rake/Foster Frees — BMI/JSH — ASCAP) 100
Gettin' To (Rod Songs —PRS/Hancock —BMI/Almo — ASCAP) 85
Give Your Love (Bilsum/Pure Delite — BMI) 88
Happy Hour (Tricky Track — BMI) 84
Hot Fun (Warner-Tamerlane — BMI) 45
I'm A Wonderful (Schott In the Dark — ASCAP/Cri Cri/Perennial August — BMI) 51
I'm The One (Antisia — ASCAP) 74
I Can Make (Alive + Kickin'/Hip Trip — BMI/Spectrum VII — ASCAP) 70
I Don't Need (Sugar Hill — BMI) 37
I Just Want (Mighty Three — BMI) 95
I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP) 5
I Specialize (Next Plateau — ASCAP/STM — BMI) 36
If This World (Jobet — ASCAP) 99
If You Don't Know Me By Now (Assorted — BMI) .. 67
Inside Out (Major Toms — BMI/Luzuli — ASCAP) . 33
Instant Love (April/Uncle Ronnie's/Sunset Burgundy — BMI) 31
It's Alright (Good Flavor/Sons Celestes/Shediac — ASCAP) 66
It's Gonna Take (Vogue — BMI) 18
I'll Do My Best (Little Macho/Fonzworth — ASCAP) 26
Jump To It (Uncle Ronnie's/April/Sunset Burgandy — ASCAP) 35
Just An Illusion (MCA — ASCAP) 41
Keep In Touch (Celtone/Scorpgemi/Pap — ASCAP)80
Keep On (Tromar/Huemar/Jawil — BMI 14
Last Night (Frozen Butterfly — BMI) 52
Let It Whip (Ujima/Macvacalac — ASCAP) 1
Let Me Go (Raydiola — ASCAP) 29
Lettin' It Loose (Rod Songs-PRS adm. by Almo — ASCAP) 55
Looking Up (Almo—ASCAP/Irving/Medad—BMI) . 98
Love Changes (Theo Coff/Fine Affair — BMI) 78
Love Is (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs—PRS adm. By Almo—ASCAP) . 16
Love Me Down (Almo/Jodaway — ASCAP) 25
Love You Madly (Grandma Rosalee — BMI) 91
Murphy's Jive Law (Barcam — BMI) 81
Murphy's Law (Hygroton/Lopressor-PRO/Paddle — BMI) 92
Old Fashioned Love (Chardax — BMI) 21
One Hello (20th Century-Fox — ASCAP) 48
On The Floor (Clita — BMI) 59
Outlaw (Far Out — ASCAP/Milwaukee — BMI) 23
Over Like A Fat Rat (Jackaroe/W.B. — BMI) 96
Planet Rock (Shakin' Baker — BMI) 11
President's Rap (Marvin Gardens/Far Out — ASCAP/Milwaukee — BMI) 60
Shout For Joy (Murios/Davahkee/Moving World/Handshake — ASCAP) 62
Show Me (Silver Sounds/Spectrum VII — ASCAP) 43
Sittin' On (Irving — BMI) 19
So Fine (Duchess/Kashit — BMI) 42
Something About That (Spectrum VII/Circle L — ASCAP) 44
Sooner Or Later (Graham-O-Tunes — BMI) 86
Soup For One (Chic — BMI) 10
Standing On The Top (Jobete/Stone City — ASCAP) 13
Still Water (Jobete/Stone Agate — ASCAP/BMI) .. 20
Straight From (Val-le Joe/Felstar — BMI) 75
Street Corner (Nick-O-Val — ASCAP) 7
Take Some Time (Lucky Tree — BMI) 57
Taking (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) 39
Thang (Funtown/Shindler/Mannish Kidd — BMI) .. 61
Thanks (Amber Pass/Darryl Payne/Eric Matthew/Keith Diamond — BMI) 30
The Lover In You 90
The Other Woman (Raydiola — ASCAP) 24
The Real Deal (April/Bovina — ASCAP) 22
The Very Best (Little Macho/Different Strokes/GS Euro-America — ASCAP) 53
Too Late (Junior/Sam — PRS) 9
Waiting By (Kee-Drick/Bellboy/Mighty Three BMI) 73
We Go A Long Way (Triple Three — BMI) 12
We Got The Groove 76
When You Touch (Aligator — ASCAP) 54
Why Can't We Live (Sherlyn — BMI) 69
Wide Shot (We Are Starbound/Burnt Out — BMI) . 93
Will You Kiss (Black Eye/Bellboy — BMI) 87
Work That Body (Songs Of Manhattan Island/Olga/Ray-rian/Koppelman-Bandler/Rossville—BMI) 97
You're #1 (Gratitude Sky—ASCAP/Irving/Ink/Baby Shoes — BMI) 72
Your Body's Here (Mighty Three — BMI) 58
Your Imagination (Hot-Cha/Six Continents — BMI) 82
Your Man (Malaco/Lowery — BMI) 63

MOST ADDED SINGLES

1. **WAITING BY THE HOTLINE — DENIECE WILLIAMS — ARC/COLUMBIA**
   WAIL, WGIV, KGFJ, KDAY, WPAL, WENZ, WSOK, WRBD, WTLC-FM, WDIA, KPRS, WATV, WLUM, WDAO, V103, WYLD-FM, KSOL, KMJQ.
2. **DANCE FLOOR (PART I) — ZAPP — WARNER BROS.**
   KGFJ, KSOL, KDAY, WGPR-FM, WENZ, WLOU, WLLE, WAMO, WRAP, WTLC-FM, WCIN, KPRS, WNHC, WBMX, KDKO, WEDR, WIGO
3. **I'M THE ONE — ROBERTA FLACK — ATLANTIC**
   KGFJ, WGPR-FM, WOKB, WTLC-FM, WBMX, WAWA, KDKO, WEDR, WATV, WRBD, WDAO, V103, WGCI, WYLD-FM, KDAY, WAIL, WLUM
4. **YOUR IMAGINATION — DARYL HALL & JOHN OATES — RCA**
   WRKS, WTLC-FM, KPRS, WUFO, WWDM, WAIL, WJLB, WILD, KOKA, WDIA, WNHC, WDAS-FM, WGPR-FM, KDKO
5. **SOONER OR LATER — LARRY GRAHAM — WARNER BROS.**
   WGIV, KDAY, WPAL, WSOK, V103, WDAS-FM, WAWA, WJLB, KPRS, WBMX, WILD, WGCI, KGFJ
6. **DON'T THROW IT ALL THE WAY — STACY LATTISAW — COTILLION/ATCO**
   WAIL, WPAL, WJMO, WSOK, WGCI, WOKB, WILD, WWRL, WDIA, WNHC, KDKO, WEDR

MOST ADDED ALBUMS

1. **INSTANT LOVE — CHERYL LYNN — COLUMBIA**
   WEDR, WUFO, KPRS, WCIN, WWRL, WDAS-FM, WOKB, WLLE, WENZ, KDAY
2. **WE GO A LONG WAY BACK — BLOODSTONE — T-NECK/CBS**
   WEDR, WUFO, KPRS, WRBD, WLLE, WENZ, KDAY
3. **ON THE FLOOR — FATBACK — SPRING/POLYGRAM**
   WEDR, KDKO, WWRL, WOKB, WSOK, WPAL

UP AND COMING

GIRL, YOU ARE THE ONE — ALFONZO — JOE-WES

GROOVE YOUR BLUES AWAY — AMUZEMENT PARK — MIRUS

THE PARTY TRAIN — BOHANNON — PHASE II

IT'S NOT ME YOU LOVE — CLIFF DAWSON — BOARDWALK

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — J. HOLLIDAY
HOTS: Gap Band, J. Osborne, Dazz Band, One Way, R. Parker (new), Junior, Chic, Cameo, R. James, War, Bloodstone, Ashford & Simpson, S. Wonder, St. Tropez, P. Rushen, Odyssey, D. Summer, D. Williams, R. Parker, Reddings, Dayton. ADDS: Motels, Kid Creole & The Coconuts, Survivor, G. Soccio, L. Rawls, Cerrone, L. Graham, P. Rushen. LP ADDS: J. Osborne, Magic Lady.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — SOUL SONIC FORCE
HOTS: War, J. Osborne, R. James, J. Holliday, S. Wonder, One Way, Junior, C. Lynn, R. Parker, Cameo. ADDS: O'Jays, ZZ Hill, C. Lucas, Zapp, Odyssey. LP ADDS: Bohannon.

WATV — BIRMINGHAM — RON JANUARY, PD — #1 — J. HOLLIDAY
HOTS: Soul Sonic Force, One Way, R. James, R.J.'s Latest Arrival, S. Wonder, War, R. Parker, J. Osborne, Hurt 'Em Bad, Cameo, Junior, R. James, Isley Brothers, S. Robinson, Heatwave, High Fashion, Sister Sledge, Zapp, Whispers, L.A. Connection. ADDS: S. Mills, H. Hancock, Collage, M. Wycoff, Midnight Star, H. Johnson, B. Summers, Change. LP ADDS: Crusaders, B. Bland, High Fashion, R. Crawford.

WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — ONE WAY
JUMPS: 11 To 8 — J. Osborne, 14 To 5 — J. Holliday, 12 To 9 — S. Wonder, 13 To 10 — War, 18 To 13 — Soul Sonic Force, 20 To 14 — Odyssey, 22 To 16 — H. Johnson, 24 To 21 — Cameo, 29 To 25 — Imagination, Ex To 29 — A. Franklin. ADDS: S. Lattisaw, Dunn & Bruce Street, T. Troutman, Alfonzo, H. Hancock. LP ADDS: N. Pointer, H. Johnson, D. Valentine.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — J. OSBORNE
HOTS: "D" Train, Soul Sonic Force, Felix & Jarvis, J. Holliday, Cameo, Junior, S. Wonder, Sequence, Gap Band, O'Bryan, Prince, O'Jays, Skyy, Ritchie Family, Atlantic Starr, R. Parker, Jr., Human League, Plush, Reddings. ADDS: Amuzement Park, L. Graham, Dazz Band, L. Rawls, J. Spicer, Magnum Force, S. Lattisaw, M. Lance, D. Williams, M. Staple, BB&Q Band, Dramatics, Brass Construction. LP ADDS: Fatback, High Fashion, Latimore, J. Simon, Magic Lady, D. Sanborn.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — CON FUNK SHUN
HOTS: Gap Band, Dazz Band, ZZ Hill, St. Tropez, S. Wonder, Sinnamon, Ashford & Simpson, One Way, J. Osborne, "D" Train, Kid Crole & The Coconuts, Bar-Kays, Atlantic Starr, Odyssey, R. Parker, Thompson Twins, Dayton. ADDS: Cameo, R. Dyson, Zapp, Coffee, O'Jays, R. Flack, Sugar Hill Gang, Aurra. LP ADDS: J. McDuff.

WGCI — CHICAGO — PAM WELLES, PD — #1 — J. HOLLIDAY
HOTS: St. Tropez, "D" Train, Time Bandits, Odyssey, Sinnamon, Kid Creole & The Coconuts, O'Jays, S. Wonder, War. ADDS: Pieces of a Dream, G.E. Thomas, S. Lattisaw, Alfonzo, Legacy, B. White, New Testament Band, O.C. Smith, Dramatics. LP ADDS: Pieces of a Dream, C. Mangione, Deodato, J. McDuff.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — GAP BAND
HOTS: J. Osborne, Junior, Temptations, T. Pendergrass, Ritchie Family, ZZ Hill, Valentine Brothers, Sequence, Soul Sonic Force. ADDS: Odyssey, McCrarys, P-Funk All-Stars, S. Lattisaw, H. Hancock, Imagination, R. Cameron.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — R. JAMES
HOTS: J. Osborne, Felix & Jarvis, Sinnamon, H. Johnson, St. Tropez, Sequence, D. Summer, Legacy, Peech Boys. ADDS: Zapp, BB&Q Band, R. Flack, B. Summers, Ozone, S. Mills, Marz, Gunchback Boogie Band. LP ADDS: B. James, G. Soccio, Oliver, C. Lucas.

WJLB — DETROIT — JOHN EDWARDS, PD — #1 — ASHFORD & SIMPSON
HOTS: D. Warwick & J. Mathis, Ritchie Family, High Fashion, Junior, McCrarys, H. Hancock, Skyy, S. Wonder, J. Holliday, Dayton, "D" Train, L. Graham, Sinnamon, Imagination, H. Johnson, Soul Sonic Force, J. Osborne, R. James, Chic. ADDS: B. Griffin, Survivor, War, L.J. Reynolds.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — J. OSBORNE
JUMPS: 5 To 2 — One Way, 8 To 3 — Sister Sledge, 10 To 4 — S. Wonder, 12 To 8 — T. Troutman, 24 To 10 — Sequence, 21 To 11 — Reddings, 17 To 12 — Imagination, 22 To 16 — Junior, 25 To 18 — R. Parker, 23 To 20 — Cameo, 30 To 22 — H. Johnson, 26 To 23 — B. Ocean, 38 To 24 — Isley Brothers, 31 To 25 — Murphys, 40 To 27 — A. Franklin, 42 To 28 — Fatback, 44 To 29 — D. Summer, 43 To 30 — M. Anthony, 41 To 35 — Pleasure, 45 To 36 — L.J. Reynolds, 46 To 38 — J.P. Rogers, 50 To 40 — J. Carn, 49 To 41 — Collage, Ex To 42 — R. Flack, Ex To 43 — L. Rawls, Ex To 44 — Sugar Hill Gang, Ex To 45 — Zapp, Ex To 46 — S. Lattisaw, Ex To 47 — J. Carn. ADDS: Oliver, Pointer Sisters, D. Williams, Change, Shalamar, J. Spicer, Dunn & Bruce Street, Empress. LP ADDS: Bloodstone, G. Soccio, Latimore, Valentine Brothers, C. Mangione, McCoy Tyner, B. James.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — J. HOLLIDAY
JUMPS: 18 To 14 — J. Osborne, 20 To 16 — Imagination, 29 To 18 — Felix & Jarvis, 32 To 20 — Junior, 27 To 24 — Isley Brothers, Ex To 26 — Zapp, Ex To 28 — O'Jays, 35 To 32 — High Fashion, Ex To 38 — Dayton, Ex To 40 — Kid Creole & The Coconuts. ADDS: R. Parker, "D" Train.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — GAP BAND
JUMPS: 8 To 2 — J. Osborne, 11 To 3 — Shotgun, 12 To 4 — One Way, 14 To 5 — Ashford & Simpson, 15 To 6 — Junior, 16 To 7 — B. Lavette, 18 To 8 — R. James, 20 To 15 — Max Groove, 22 To 9 — Superior Movement, 23 To 10 — L. Graham, 24 To 11 — G. Chandler, 25 To 12 — Klique, 27 To 13 — H. Johnson, 28 To 14 — Reddings, 26 To 16 — Atlantic Starr, 29 To 17 — A. Edwards, 30 To 18 — "D" Train, 31 To 19 — Candela, 33 To 20 — Heatwave, 34 To 21 — Videeo, 35 To 22 — Fatback, 37 To 23 — S. Wonder, 38 To 24 — J. Butler, 40 To 25 — J. Holliday, Ex To 26 — O.C. Smith, Ex To 28 — Imagination, Ex To 29 — B. Caldwell, Ex To 30 — R.J.'s Latest Arrival, Ex To 31 — Murphys, Ex To 32 — Cameo, Ex To 33 — McCrarys, Ex To 34 — Isley Brothers, Ex To 36 — R. Parker, Ex To 37 — Felix & Jarvis, Ex To 38 — Kid Creole & The Coconuts, Ex To 39 — N. Pointer, Ex To 40 — J. Fafon. ADDS: Hall & Oates, Pointer Sisters, A. Franklin, Temptations, S. Robinson, Skyy, Zapp, S. Mills, Starpoint, B. Summers, D. Williams, B. White, L. Rawls, BB&Q Band, M. Tyner, Shock. LP ADDS: G. Soccio, Bloodstone, C. Lynn, Sequence, K. Toney, Pointer Sisters, L. Ware.

KACE-FM — LOS ANGELES
LP ADDS: B. Ocean, Pointer Sisters, D. Sanborn, Latimore, Deodato, K. Burke, D. Valentine, H. Johnson.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — J. OSBORNE
HOTS: S. Wonder, J. Holliday, Whispers, Kid Creole & The Coconuts, Queen, Cameo, Atlantic Starr, Videeo, C. Lynn. ADDS: Soul Sonic Force, Illusion, L. Graham, M.&B. Sutton, D. Williams, B. Griffin, L. Hutson, Odyssey. LP ADDS: M. Tyner, Kid Creole & The Coconuts, Bloodstone, C. Lynn.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — J. OSBORNE
HOTS: S. Wonder, Cameo, Atlantic Starr, Ashford & Simpson, Shalamar, H. Hancock, P. McCartney, Lakeside, Junior. ADDS: R. Flack, Zapp, Gap Band, BB&Q Band, B. White, D. Williams, R. Woods, R. James. LP ADDS: B.B. King, Valentine Brothers, M. Tyner, B. Bland.

WDIA — MEMPHIS — CARL CONNER, PD
HOTS: Ashford & Simpson, Gap Band, O'Jays, R. James, J. Osborne, Isley Brothers, J. Holliday, Soul Sonic Force, S. Wonder, Dazz Band, Sister Sledge, One Way, Zapp. ADDS: D. Williams, Fatback, R. Crawford, R. Parker, Shalamar, S. Lattisaw.

WEDR — MIAMI — GEORGE JONES, PD — #1 — CHANGE
HOTS: Ashford & Simpson, L. Graham, Temptations, Junior, R.J.'s Latest Arrival, R. James, One Way, O'Bryan, Valentine Brothers, War, Trauma, J. Osborne, L.A. Connection, R. Little, H. Johnson, J. Holliday, R. Fields, Isley Brothers, C. Lynn, Soul Sonic Force. ADDS: Shalamar, Alfonzo, R. Flack, S. Wonder, Zapp, Gap Band, Undefeated Three, M. Wells, S. Mills, L.J. Reynolds, Oliver, Shock. LP ADDS: High Fashion, Superior Movement, Valentine Brothers, H. Johnson, Average White Band, G. Bonds, B. Always, Pieces of a Dream, Bloodstone, C. Lynn, B. Williams, Bohannon, Fatback, Stargard.

WAWA — MILWAUKEE — JIMMY GOODTYME, PD — #1 — GAP BAND
HOTS: One Way, R. James, Temptations, Junior, ZZ Hill, S. Wonder, Cameo, Ashford & Simpson, J. Osborne, Superior Movement, R.J.'s Latest Arrival, "D" Train, Soul Sonic Force, Videeo, C. Lynn, Atlantic Starr, C. Lucas, Fatback, Lakeside, S. Robinson. ADDS: Oliver, Alfonzo, T. Troutman, L. Graham, R. Flack, Bohannon, Isley Brothers, H. Johnson.

WLUM — MILWAUKEE — JIMMY GOODTYME, MD — #1 — S. WONDER
HOTS: One Way, P. McCartney, R. James, Temptations, Gap Band, J. Osborne, Ashford & Simpson, J. Holliday, Junior, "D" Train, O'Bryan, Superior Movement, Shalamar, O.C. Smith, Candela. ADDS: R.J.'s Latest Arrival, Brass Construction, S. Robinson, P. Rushen, D. Williams, BB&Q Band, B. White, B. Summers.

WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — R. JAMES
HOTS: One Way, Salsoul Orchestra, Kid Creole & The Coconuts, J. Osborne, High Fashion, Junior, R.J.'s Latest Arrival, S. Wonder, Candela, Sequence, H. Johnson, J. Holliday, G. Soccio, Magic Lady, Ritchie Family, ZZ Hill, M. Wycoff, Cameo, J. Spicer, Chic. ADDS: Felix & Jarvis, Shades Of Love, Rock Candy, Zapp, Force, L. Hutson, Orange Krush, G. Guthrie. LP ADDS: Sequence.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — SOUL SONIC FORCE
JUMPS 10 To 2 — J. Holliday, 17 To 12 — F. Rae, 29 To 17 — Odyssey, 23 To 19 — H. Johnson, 30 To 24 — Shades of Love, Ex To 28 — Shamis, Ex To 29 — D. Summer, Ex To 30 — Legacy. ADDS: G. Guthrie, Survivor, B. Griffin, Hall & Oates, Walker's Revenge.

WWRL — NEW YORK — BOBBY JAY, MD — #1 — J. HOLLIDAY
HOTS: P. McCartney, Ashford & Simpson, Dazz Band, A. Franklin, Ritchie Family, R. James, J. Osborne, Junior, F. Rae, "D" Train, Imagination, S. Wonder, Odyssey, H. Johnson. ADDS: Bloodstone, B. White, S. Robinson, Legacy, Conway & Temple, Alfonzo, J. Butler, B. Preston. LP ADDS: B. Griffin, C. Lynn, Fatback, B. Humphrey, D. Valentine, D. Grusin.

WRAP — NORFOLK — JIMMY WILLIAMS, PD — #1 — GAP BAND
HOTS: One Way, R. Parker, R. James, L. Graham, ZZ Hill, D. Williams, J. Holliday, S. Wonder, Ashford & Simpson, J. Osborne, Dazz Band, M. Walden, "D" Train, Junior, R. Parker (new), Reddings, Soul Sonic Force, Isley Brothers, Atlantic Starr, Chic. ADDS: Dayton, S. Mills, Con Funk Shun, D. Summer, Zapp. LP ADDS: J. Osborne.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — R. JAMES
HOTS: Soul Sonic Force, S. Wonder, J. Osborne, "D" Train, One Way, Ashford & Simpson, J. Holliday, Odyssey, Kid Creole & The Coconuts, Sinnamon, R. Crawford, War, Booker T., Atlantic Starr, Sequence, D. Summer, Isley Brothers, Zapp, Felix & Jarvis, R.J.'s Latest Arrival. ADDS: B. White, G. Soccio, Lime, Shock, B. Caldwell, Amuzement Park, Imagination, L. Graham. LP ADDS: C. Lynn, Magic Lady.

WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — S. WONDER
JUMPS: 7 To 3 — Soul Sonic Force, 8 To 4 — Imagination, 9 To 5 — R. James, 10 To 6 — J. Holliday, 15 To 9 — Cameo, 20 To 10 — War, 23 To 17 — Kid Creole & The Coconuts, 24 To 18 — Plush, 30 To 21 — Isley Brothers, 31 To 22 — Cooper & Ross, 28 To 23 — Shock, 38 To 25 — Pointer Sisters, 35 To 27 — D. Summer, 33 To 28 — G. Chandler, 37 To 30 — R. Parker, 34 To 31 — R. Fields, 36 To 32 — Skyy, Ex To 33 — C. Simon, Ex To 34 — A. Franklin. ADDS: H. Johnson, St. Tropez, O'Bryan, P. Rushen, Odyssey, P-Funk All-Stars, Zapp.

WLLE — RALEIGH — CHESTER DAVIS, PD — #1 — R. JAMES
HOTS: J. Holliday, S. Wonder, J. Osborne, One Way, Atlantic Starr, "D" Train, Gap Band, Prince, D. Summer. ADDS: S. Mills, Zapp, Sugar Hill Gang, Illusion, C. Dawson, Salsoul Orchestra. LP ADDS: C. Lynn, Heatwave, Bloodstone, C. Lucas, G. Soccio, Latimore.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — GAP BAND
JUMPS: 7 To 3 — One Way, 13 To 7 — S. Wonder, 12 To 9 — J. Osborne, 18 To 10 — Junior, 27 To 12 — J. Holliday, 17 To 14 — L. Graham, 22 To 16 — "D" Train, 26 To 20 — Lakeside, Ex To 21 — Soul Sonic Force, 28 To 22 — Reddings, Ex To 24 — War, Ex To 25 — O'Bryan, Ex To 26 — Cameo, Ex To 27 — Atlantic Starr, Ex To 30 — C. Lynn. ADDS: A. Franklin, O'Jays, Zapp, Skyy, S. Mills, Dunn & Bruce Street, Shalamar, D. Williams. LP ADDS: Bloodstone, C. Lynn, D. Sanborn, Heatwave, J. Carn.

WZEN-FM — ST. LOUIS — A.J. KEMP, PD — #1 — J. OSBORNE
JUMPS: 10 To 7 — J. Holliday, 11 To 8 — Temptations, 12 To 9 — C. Lynn, 13 To 10 — Atlantic Starr, 18 To 11 — Soul Sonic Force, 20 To 12 — Heatwave, 24 To 13 — Cameo, 22 To 15 — Sequence, 19 To 16 — St. Tropez, 25 To 17 — Isley Brothers, 27 To 18 — Sinnamon, 30 To 19 — H. Alpert, 26 To 20 — H. Johnson, Ex To 21 — Reddings, 28 To 22 — R. Royce, Ex To 23 — Zapp, Ex To 24 — D. Summer, 30 To 25 — Fatback, 29 To 26 — M.&B. Sutton, Ex To 27 — Prince, Ex To 28 — H. Hancock, Ex To 29 — Shalamar, Ex To 30 — A. Franklin. ADDS: B. White, G. Duke, S. Mills, R. Crawford, Cerrone, P. Rushen, Alfonzo, R. Cameron. LP ADDS: Superior Movement, M. Tyner, Bohannon.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — S. WONDER
HOTS: One Way, Ashford & Simpson, J. Osborne, Atlantic Starr, Reddings, "D" Train, Junior, Soul Sonic Force, Superior Movement. ADDS: H. Johnson, Skyy, Zapp, Kid Creole & The Coconuts.

OK100 — WASHINGTON, D.C. — JON TURK, PD — #1 — D. SUMMER
HOTS: "D" Train, Atlantic Starr, One Way, Ritchie Family, Junior, J. Osborne, Candela, C. Lynn, Clausel, Imagination, C. Lucas, Odyssey, Isley Brothers, Dayton, Reddings, S. Wonder. ADDS: A. Franklin, Dunn & Bruce Street, J. Carn, M.&B. Sutton, Shalamar.

TOP 30 ALBUMS

		7/10	Weeks On Chart
1	**OFFRAMP** PAT METHENY GROUP (ECM-1-1216)	1	9
2	**BREAKIN' AWAY** AL JARREAU (Warner Bros. BSK 3576)	3	48
3	**WE WANT MILES** MILES DAVIS (Columbia C2 38005)	2	10
4	**ROYAL JAM** THE CRUSADERS (MCA 2-8017)	5	4
5	**AS WE SPEAK** DAVID SANBORN (Warner Bros. 9 23650-1)	8	3
6	**MYSTICAL ADVENTURES** JEAN-LUC PONTY (Atlantic SD 19333)	4	23
7	**HANDS DOWN** BOB JAMES (Tappan Zee/Columbia FC 38067)	13	2
8	**IT'S A FACT** JEFF LORBER (Arista 9583)	7	17
9	**TELECOMMUNICATION** AZYMUTH (Milestone/Fantasy M-9101)	10	15
10	**LITE ME UP** HERBIE HANCOCK (Columbia FC 37928)	6	7
11	**OBSERVATIONS &** BILLY COBHAM'S GLASS MENAGERIE (Musician/Elektra E1-60123)	11	4
12	**DIRECT HIT** NOEL POINTER (Liberty LT-51123)	12	5
13	**LOVE NOTES** CHUCK MANGIONE (Columbia FC 38101)	18	2
14	**THE DUDE** QUINCY JONES (A&M SP-3721)	9	67
15	**CARLA BLEY LIVE!** THE CARLA BLEY BAND (Watt/ECM W 12)	16	5
16	**COME MORNING** GROVER WASHINGTON, JR. (Elektra 5E-562)	14	32
17	**WYNTON MARSALIS** (Columbia FC 37574)	15	24
18	**FANDANGO** HERB ALPERT (A&M SP-3731)	20	8
19	**LOOKING OUT** McCOY TYNER (Columbia FC 38053)	25	2
20	**AMERICAN CLASSIC** DEXTER GORDON (Musician/Elektra E1-60126)	22	4
21	**HOLLYWOOD** MAYNARD FERGUSON (Columbia FC 37713)	17	13
22	**RIO** LEE RITENOUR (Musician/Elektra E1-60024)	19	19
23	**FATHERS AND SONS** (Columbia FC 37972)	21	11
24	**HAPPY HOUR** DEODATO (Warner Bros. BSK 3649)	—	1
25	**DAN SIEGEL** (Elektra E1-60037)	26	17
26	**ELECTRIC RENDEZVOUS** AL DI MEOLA (Columbia FC 37654)	28	24
27	**OBJECTS OF DESIRE** MICHAEL FRANKS (Warner Bros. BSK 3600)	24	25
28	**WEATHER REPORT** (ARC/Columbia FC 37616)	29	22
29	**SLEEPWALK** LARRY CARLTON (Warner Bros. BSK 3635)	30	25
30	**FREE & EASY** PHIL UPCHURCH (Jam 007)	—	1

ON JAZZ

OUT IN THE WOODS — The summer of 1982 will certainly be remembered by jazz fans as the summer of festivals. With 20 Kool sponsored fests from coast to coast, a host of ancillary programs such as The Jones Beach Jazz Festival, and independent programs like the Greenwich Village Jazz Festival, die-hard jazz fans who want to cover all the bases will certainly have their hands full. (Who knows — sociologists may soon describe the development of a "jazz widow" not unlike the "football widow.") In any event, the number of ambitious jazz fests being mounted this summer is unprecedented, and their move beyond the "safe" urban centers where jazz has traditionally enjoyed its greatest successes bodes well for the health of the artform. Now comes news that Gresham, Ore. will play host to The First Annual Mt. Hood Festival of Jazz from Aug. 6-8. Among the artists scheduled to appear in the tiny college town are **Sonny Rollins, Betty Carter, Lee Ritenour, The Crusaders, Freddie Hubbard, Flora Purim & Airto, Anita O'Day, Terry Gibbs/Buddy DeFranco Quintet, Jackie & Joy, Buddy Rich** and **Mel Torme**. As has been the trend, this festival is relying heavily on corporate sponsorship, with Michelob Beer, 7-Up and several other outfits lending their support. All profits from the festival will be used for scholarships and various projects to benefit Mt. Hood Community College and the Gresham area. Further ticket information is available by calling (503) 665-1131.

RARE SIPPIE *— Atlantic Records blues artist Sippie Wallace recently made a rare appearance at New York's Bottom Line in support of her "Sippie" album. Pictured backstage at the club are (l-r): Ron Harwood, Wallace's manager and producer; Patti Conte, associate director of publicity, Atlantic; bandleader Jim Dapogny; and Wallace (seated).*

RADIO WAVES — Although there is still no full-time commercial jazz station in New York, the faithful haven't really had to settle for second best. With a smattering of jazz slots on a few commercial radio stations in and around the Apple, public radio station WBGO in Newark and Columbia University's WKCR have continued to provide solid programming for the jazz community. With summer upon us, WKCR has unleashed its usual barrage of summer programming specials, commencing with last week's 21½ hour tribute to trumpeter **Lee Morgan**. Upcoming is a nine-day **Benny Carter** Festival, beginning on Aug. 1, with a Fund-Raising Extravaganza set for Aug. 21-29, a series of benefit concerts at New York's Jazz Forum on Aug. 24, and the annual **Lester Young-Charlie Parker** Birthday Party Aug. 27-19. Hats off once again to the most dedicated jazz radio staff in Gotham.

RECORDS RECORDS RECORDS — PolyGram Special Imports (PSI) has acquired the Black Saint, Soul Note and Red Record labels for distribution in the United States. Under the new agreement, set to kick-off next month, the labels will list for either $9.98 or $10.98, a substantial drop from the previous mark of $14.98 for Black Saint and Soul Note. A PSI spokesman informs us that aside from distribution through the normal

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Retailers' Reactions Mixed On Black Music Month Programs

(continued from page 5)

year from the labels. Black Music Month this year was a complete failure."

Despite Hudson's feelings about the label participation, he did note that Columbia supported its "Jazz, Jazz, Jazz" and "Summer Jam" campaigns with radio time, "but nothing was specifically tagged to Black Music Month."

Dealers in other markets also maintained that the label support of Black Music Month was checkered, with some companies providing more support in one market at the expense of other sales areas.

"There were no Black Month tie-ins and only minor time buys early in the month which did tag Black Music Month," said Bruce Webb, owner of the Philadelphia-based Webb's department store, who added that RCA was the only label with any visibility in his store, having provided plastic, album-sized bags that featured the theme Celebrate Black Music with RCA and Associated labels.

"Black Music Month campaigns are worse this year because people have been speaking out on how it could be improved but nothing has been done," Webb further said.

Observing that May and June were the worst months he has experienced in recent years, John Jackson, head of the L.A.-based John's Music One-stop, said that while advertising and merchandising support from labels such as RCA, Motown and WEA "was done very well, other manufacturers were weak in their support of Black Music Month through me."

In addition to the radio and print advertising, Jackson said that in-store merchandising display contests were held in many of the stores in one-stop services. He said that most of the advertising and display did tie-in with Black Music Month and that in all the radio buys he made there was a reminder that June was Black Music Month.

Jackson continued, "It was not as good as it was last year because only three companies really participated through me."

Also remarking that most companies were "laid back" this year and noting that he has watched support of Black Music Month "grow weaker over the years" was Calvin Simpson, owner of Detroit's Simpson's Wholesale/Bad Records, Inc.

"If there are no dollars to support these campaigns," Simpson said, "then they are of little value. Business was very slow last month, and I didn't see the campaigns make a significant difference."

Simpson said that of all the labels, RCA was most aggressive with in-store merchandising, radio support and display material. "RCA is consistent every year and has always supported us . . . but support from other labels has been spotty."

Possibly the deepest penetration by such campaigns occurred in the New York City market where Sikhulu Shange, head of the Harlem-based Sikhulu's One-stop, reported that WEA and CBS "took their campaigns to the street" in the form of display contests that he said helped move product throughout the month.

Shange additionally said that his one-stop was actively involved in motivating dealers to participate in the programs advanced by the labels.

Right Direction

"I cannot say that labels are involved with total support for the small guy," Shange remarked, "but I think they took a step in the right direction. Advertising and merchandising in-store build traffic, and the more traffic you have, there is a greater possibility of selling more volume."

On the point of volume, major chains contacted said that they had a more favorable experience with labels' Black Music Month campaigns than in years past.

"Support for Black Music Month was better this year than last year," said Ed Berson, vice president, purchasing, at the Durham, N.C.-based Record Bar Chain. "We emphasized the programs more this year than last year."

Berson said that with the help of Motown and RCA, the chain, which has more than 140 stores nationwide, was able to develop signnage listing those labels' artists featured in the program. Also developed were promotion contests and display programs featuring black product on sale.

Berson also noted, however, that since all significant black product was on sale during the campaigns and because there was radio advertising to support the sales, many black music consumers came into the store because of the sales and not because of the Black Music Month inducement.

Also agreeing that there is very little "public cognition" of Black Music Month, Steve Marmaduke, vice president, purchasing, for the Amarillo-Based Western Merchandisers/Hastings Books, Records and Video stores, said that while there was nothing tied directly to Black Music Month, displays built around black product did increase store traffic.

"This year's campaigns were better coordinated than last year," Marmaduke said. "CBS, WEA, MCA and RCA all provided thorough support through discounting and dating, advertising and merchandising."

Commenting on how support varied between smaller dealers and major chains, Marmaduke said, "It could be the size of the chain and our ability to make a more substantial buy-in; but it could also be that we merchandise the product better."

Some labels contacted agreed that accounts that aggressively pursue available resources were more apt to obtain dollars and material that more closely meet their needs.

"Everybody thinks that record companies have vast amounts of money, which is not the case," explained Keith Jackson, vice president, marketing, for the RCA's black music division. "We have resources that have to be divided by everyone. We can only press up so many sampler LPs, posters, album bags, pamphlets, etc. So if a dealer wants his share, he is going to have to be aggressive in pursuing it. There's never enough to go around."

Agreeing that there was a ceiling on Black Music Month spending at most major labels, Miller London, vice president, sales, at Motown Records, said, "With only a certain amount of money to spend on such programs, many majors will go to volume vendors with their programs. We went to the major chains, but we also took our programs to the mom & pop dealers. We went to everybody who would cooperate with a plan that included ads and merchandising material that tagged the campaign."

He said that there was not a lot of discrimination among black dealers, adding that major chains may have reported more success with the programs because they were an adjunct to overall marketing strategies.

"Also, business as a whole is bad," London added. "Nationwide unemployment is running nine-and-a-half percent, with 53% of that total being black unemployment.

"The mom & pops' customers are looking to buy food and clothing with the little money they have," he said.

But Bill Haywood, senior vice president of the black music division at PolyGram, said that too much attention is currently being focused on the negative, creating a

(continued on page 32)

INTERNATIONAL

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Due to the situation of the market, the launching of the WEA catalog by Interdisc has been postponed one month and will be effective Aug. 1. **Heclo Cuomo**, commercial head of Interdisc, told **Cash Box** that the fact that local radio stations are playing no music in English has been one of the reasons for the postponement. WEA was represented until June 30 by EMI.

Daniel Grinbank, local artist manager, record producer and impresario, will be moving next month to new headquarters. His operation, this year, has been extremely successful, and he is now planning the return of chanteuse **Mercedes Sosa** to Argentina for a three month tour covering several provinces, which will be followed by a Latin American trip and dates in the States and Japan. Grinbank produced the "En Argentina" album by **Mercedes Sosa**, a two-LP set that has sold already around 90,000 units in three months; his latest effort is "No llores por mi, Argentina," by rock group **Seru Giran**, which is also running high in the charts.

Although no official information has been released yet, it is understood that **Aldolfo Pino**, vice president of RCA Records International, will be acting in the future as general manager of the local branch, while **Larry Palmacci**, previously occupying that post, has been assigned other duties in the organization and will not return to Argentina. Pino's offices are located in Buenos Aires, and **Howard Dean McCluskey** will assist him, while also retaining his duties at the regional headquarters.

EMI is launching this month the **Paul McCartney** and **Queen** albums, delayed two months ago because of the war situation with Great Britain. As we have already commented, local radio stations are avoiding to play music in English due to unfavorable response from the audience. Although at this moment there are no restrictions regarding this point, the audience jams the switchboards of the stations with protesting calls as soon as anything in English appears. Records in French, Italian, Portuguese or other languages have no problems. The point of view of the company, apparently, is that it will be necessary to go ahead with these albums, even without radio coverage.

miguel smirnoff

Italy

MILAN — **Roberto Citterio**, formerly general manager of the Voce del Padrone Music publishing group, has been named marketing manager at EMI Italiana, effective June 20. He will be replaced at Voce del Padrone by **Pierangelo Mauri.**

Vittorio Salvetti has announced the list of the 26 artists whose singles will be entered in the 19th edition of Festivalbar, the song contest reserved for the diffusion of jukebox singles throughout the summer. Among the foreign artists are **David Bowie, Chicago, Genesis, Imagination** and **Elton John.** Among the Italian ones are **Alice, Loredana Berte, Gianni Morandi, Nada** and **Franco Simone.** The awards will be given in Verona on Sept. 11.

Domovideo, the new company created by **Mariano Volani** in videocassette market, presented its catalog of 60 releases — culled from the 20th Century-Fox, Cineriz and De Laurentis repertoires — during a meeting in Milan attended by many operators in the sector, including **Larry Finlay**, vice president of the International Tape Assn. At the same time, Domovideo announced an exploitation agreement with Italnoleggio.

The Yugoslavian singer/songwriter **Arsen Dedic** and the Neopolitan performer **Roberto Murolo** were the winners of the Tenco Prize 1982. The awards will be given in Sanremo, from Sept. 1-4, during the 9th Song Review organized by the Club Tenco.

mario de luigi

Japan

TOKYO — With operating revenues of nearly 28.7 billion yen ($119.5 million) for its 17th term (March 21, 1981-March 20, 1982) Toshiba/EMI registered an 11.7% increase over the 25.8 billion yen ($107.0 million) generated the prior term, according to company president **Yasuhide Taku**. Records accounted for revenues of 25.3 billion yen ($88.1 million), an increase of 13% over the 18.7 billion yen ($78.0 million) of the prior term. Prerecorded tapes accounted for 7.5 billion yen ($31.4 million), up 8.3% over last term's 6.9 billion yen ($28.9 million).

Over at RVC, president **Masatoshi Yasukochi** reports that his firm's operating revenues for its 7th term (March 21, 1981-March 20, 1981 were the highest in its history. Operating revenues of nearly 9.3 billion yen ($38.7 million) represented a four percent increase over the 8.9 billion yen ($37.3 million) of the prior term. Records accounted for 6.8 billion yen ($28.4 million), and prerecorded tapes brought in another 2.5 billion yen ($10.4 million).

At King Records, the company also achieved a slight increase over the last term, according to president **Shin Tomoda**. For the company's 32nd term (March 21, 1981-March 20, 1982), operating revenues of over 14.9 billion yen ($62.6 million) represented a 0.8% increase over the previous term. Broken down by configuration, records accounted for 9.1 billion yen ($38.0 million), and prerecorded tapes brought in another 5.8 billion yen ($23.6 million).

kozo otsuka

FOREIGNER'S "4" FOUR TIMES PLATINUM *— Foreigner recently received quadruple platinum awards from WEA Canada for its album "4." Pictured at the presentation, which followed a sold-out concert at Montreal's Forum, are (l-r): Roger Desjardins, WEA Canada; Dennis Elliott, Rick Wills and Lou Gramm of the group; manager Bud Prager; and Mick Jones of the group.*

Battle Of Steelbands To Highlight 1982 Trinidad Festival Program

NEW YORK — Sixteen bands have been chosen to participate in the 1982 steelband festival taking place currently in the Caribbean republic of Trinidad & Tobago. The semi-finals will take place July 17 and 18 from which eight finalists will be chosen to compete July 21.

The festival, which takes place at the Jean Pierre complex in Port of Spain, Trinidad, is an annual competition of steelband musicians both of the traditional and modern schools. The musicians are judged in three categories: soloists, old style and conventional bands.

"The old-style bands are made up of rough types with names like the Renegades, while the conventional bands will have names like the Nutones," said festival spokeswoman Jean Carpenter. "The old bands will just play on punched out oil drums while the conventional bands will use hyrdophonic devices."

Judges for the preliminary and semi final rounds included British musicologist Havelock Nelson and Trinidadian violinist and conductor Desmond Price. The final rounds will also be judged by American composers John Corigliano and David del Tredici.

The contestants qualified by playing the classical "Ritual Fire Dance," by Manuel de Falla, a calypso piece and another classical piece of their own choice.

The festival is being produced by Roy Boyke, a Trinidadian businessman who decided to revive the festival because of renewed interest in steelband music. "The music from a live steelband has a hypnotic, strong physical effect," he stated. "Only in Trinidad would you have the opportunity of hearing a 45-member steelband interpreting a classical piece with absolute fidelity."

PolyGram Int'l Meets

NEW YORK — A tour of the first PolyGram Record Operations International (PROI) compact disc factory, a farewell dinner for retiring executive vice president Kurt Kinkele and discussions of A&R and marketing policy marked PROI's two-day European workshop held early last month at Timmendorf and Hanover, West Germany. PROI managing directors from 15 countries attended the workshops, which were presided over by Richard Busch, PROI executive vice president.

An excursion to PolyGram Record Service in Hanover, reportedly the first large scale factory in the Eastern Hemisphere to produce Compact discs., highlighted the conference. The tour was held in conjunction with a marketing meeting with the compact disc development staff of N.V. Philips Gloeilampenfabrieken, with whom PROI has worked for many years developing the compact discs.

The Philips Compact Disc Digital Audio System enables digitally recorded sound to be picked up by a laser beam projected onto the disc without physical contact, thus increasing the qualitative possibilities of music reproduction on records. The compact disc is 5" in diameter and can play one hour of sound in stero without interruption.

Also on the agenda at the meeting was a farewell dinner for Kinkele, PolyGram executive vice president, who retired June 30 after having celebrated his 60th birthday. A 33-year record industry veteran, Kinkele has been a member of PolyGram Group management since 1972, holding responsibility for music and direct marketing activities. Since last year, he has also been responsible for music publishing and home video activities.

Davies Named To Head ATV Music Of Canada

LOS ANGELES — Frank Davies has been named to the post of president, ATV Music Publishing of Canada, Ltd. Davies will be based in Toronto.

Prior to his new appointment, Davies, an

(continued on page 32)

INTERNATIONAL BESTSELLERS

Germany

TOP TEN 45s

1 **Ebony & Ivory** — Paul McCartney & Stevie Wonder — Odeon
2 **Maid of Orleans** — OMD — Dindisc
3 **Da Da Da Ich lieb dich nicht . . .** — Trio — Mercury
4 **Rosemarie** — Hubert Kah — Polydor
5 **Ein bisschen Frieden** — Nicole — Jupiter
6 **Ich will Spass** — Markus — CBS
7 **Carbonara** — Spliff — CBS
8 **Sommersprossen** — UKW — Telefunken
9 **Da Da Da Ich weiss Bescheid . . .** — Frank Zander — Hansa
10 **Down Under** — Men At Work — CBS

TOP TEN LPs

1 **Eye In The Sky** — The Alan Parsons Project — Arista
2 **85555** — Spliff — CBS
3 **Tug Of War** — Paul McCartney — Odeon
4 **Still Life** — The Rolling Stones — Rolling Stones
5 **Trio** — Trio — Mercury
6 **Avalon** — Roxy Music — EG
7 **Select** — Kim Wilde — RAK
8 **Ich will leben** — Peter Maffay — Metronome
9 **The Concert In Central Park** — Simon & Garfunkel — CBS
10 **Architecture & Morality** — OMD — Dindisc

—Der Musikmarkt

Italy

TOP TEN 45s

1 **Ebony And Ivory** — McCartney & Wonder — EMI/Capitol
2 *Paradise* — Phoebe Cates — CBS
3 **Just An Illusion** — Imagination — F1 Team
4 **Bravi Ragazzi** — Miguel Bose — CBS
5 **Celeste Nostalgia** — Riccardo Cocciante — RCA
6 **Lamette** — Rettore — Ariston
7 **Messaggio** — Alice — EMI
8 **She's A Lady** — Richard Sanderson — PolyGram/Philips
9 **Harden My Heart** — Quarterflash — CBS/Geffen
10 **Don't You Want Me** — Human League — Ricordi/Virgin

TOP TEN LPs

1 **La Voce Del Padrone** — Franco Battiato — EMI
2 **Tug Of War** — Paul McCartney — EMI/Capitol
3 **Palasport** — Pooh — CGD
4 **Cocciante** — Riccardo Cocciante — RCA
5 **Titanic** — Francesco De Gregori — RCA
6 **Eva** — Umberto Tozzi — CGD
7 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
8 **Guarda Chi Si Vede** — Ron — Spaghetti
9 **Sotto La Pioggia** — Antonello Venditti — Sotto La Pioggia
10 **Body Talk** — Imagination — F1 Team

—Musica e Dischi

United Kingdom

TOP TEN 45s

1 **Happy Talk** — Captain Sensible — A&M
2 **Abracadabra** — The Steve Miller Band — Mercury
3 **Inside Out** — Odyssey — RCA
4 **Music and Light** — Imagination — R&B
5 **I've Never Been To Me** — Charlene — Motown
6 **No Regrets** — Midge Ure — Chrysalis
7 **Just Who Is The Five O'Clock Hero?** — The Jam — Polydor
8 **Work That Body** — Diana Ross — Capitol
9 **I Am A Wonderful Thing, Baby** — Kid Creole & The Coconuts —
10 **Beatles Movie Medley** — Parlophone

TOP TEN LPs

1 **Avalon** — Roxy Music — Polydor
2 **Tropical Gangsters** — Kid Creole & The Coconuts — Ze
3 **Lexicon Of Love** — ABC — Neutron
4 **Three Sides Live** — Genesis — Charisma
5 **Complete Madness** — Madness — Stiff
6 **Still Life** — The Rolling Stones — Rolling Stones
7 **Non-Stop Ecstatic Dancing** — Soft Cell — Some Bizzare
8 **Rio** — Duran Duran — EMI
9 **The Changling** — Toyah — Safari
10 **Windsong** — Randy Crawford — Warner Bros.

—Melody Maker

CASH BOX TOP 100 ALBUMS

July 17, 1982

Title, Artist, Label, Number, Distributor	7/10	Weeks On Chart
1 ASIA 8.98 (Geffen SHS 2008) WEA	1	16
2 STILL LIFE (AMERICAN CONCERT 1981) 9.98 THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA	3	4
3 ALWAYS ON MY MIND — WILLIE NELSON (Columbia FC 37951) CBS	4	18
4 TUG OF WAR — PAUL McCARTNEY (Columbia TC 37462) CBS	2	10
5 DARE 6.98 THE HUMAN LEAGUE (Virgin/A&M SP-6-4892) RCA	5	21
6 IV — TOTO (Columbia FC 37728) CBS	7	14
7 GET LUCKY — LOVERBOY (Columbia FC 37638) CBS	9	36
8 DIVER DOWN 8.98 VAN HALEN (Warner Bros. BSK 3677) WEA	8	11
9 MIRAGE 8.98 FLEETWOOD MAC (Warner Bros. 23607-1) WEA	—	1
10 AMERICAN FOOL 8.98 JOHN COUGAR (Riva RVL 7501) POL	10	12
11 THROWIN' DOWN 8.98 RICK JAMES (Gordy/Motown 6005GL) IND	11	7
12 GOOD TROUBLE — REO SPEEDWAGON (Epic FE 38100) CBS	15	2
13 SPECIAL FORCES 8.98 .38 SPECIAL (A&M SP-4888) RCA	12	8
14 GAP BAND IV 8.98 THE GAP BAND (Total Experience TE-1-3001) POL	14	6
15 EYE OF THE TIGER — SURVIVOR (Scotti Bros. FZ 38062) CBS	21	4
16 EYE IN THE SKY 8.98 THE ALAN PARSONS PROJECT (Arista AL 9599) IND	18	5
17 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I 13.98 STEVIE WONDER (Tamla/Motown 6002TL2) IND	6	8
18 NOW AND FOREVER 8.98 AIR SUPPLY (Arista AL 9587) IND	25	5
19 VINYL CONFESSIONS — KANSAS (Kirshner FZ 38002) CBS	19	6
20 QUIET LIES 8.98 JUICE NEWTON (Capitol ST-12210) CAP	20	8
21 ALL FOUR ONE 8.98 THE MOTELS (Capitol S-12177) CAP	23	12
22 THREE SIDES LIVE 10.98 GENESIS (Atlantic SD 2-2000) WEA	26	4
23 SUCCESS HASN'T SPOILED ME YET 8.98 RICK SPRINGFIELD (RCA AFL 1-4125) RCA	13	17
24 ABRACADABRA 8.98 THE STEVE MILLER BAND (Capitol ST-12216) CAP	33	4
25 KEEP IT LIVE 8.98 DAZZ BAND (Motown 6004ML) IND	17	18
26 MOUNTAIN MUSIC 8.98 ALABAMA (RCA AHL1-4229) RCA	22	19
27 DREAMGIRLS 8.98 ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA	27	10
28 ANNIE — ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	30	9
29 ESCAPE — JOURNEY (Columbia TC 37408) CBS	28	50
30 CHARIOTS OF FIRE 8.98 ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	16	40
31 PICTURES AT ELEVEN 8.98 ROBERT PLANT (Swan Song/Atco SS 8512) WEA	—	1
32 ALL THE BEST COWBOYS HAVE CHINESE EYES 8.98 PETE TOWNSHEND (Atco SD 38-149) WEA	45	3
33 REACH 10.98 RICHARD SIMMONS (Elektra E1-60122F) WEA	34	7
34 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH — FRANK ZAPPA (Barking Pumpkin FW 38066) CBS	38	8
35 THE OTHER WOMAN 8.98 RAY PARKER, JR. (Arista AL 9590) IND	29	14
36 HOOKED ON SWING 8.98 LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	42	6
37 COMBAT ROCK — THE CLASH (Epic FE 37689) CBS	40	6
38 BLACKOUT 8.98 SCORPIONS (Mercury SRM-1-4039) POL	39	17
39 ROCKY III 8.98 ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP	61	2
40 I LOVE ROCK 'N ROLL 8.98 JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND	35	32
41 PRIVATE AUDITION — HEART (Epic FE 38049) CBS	24	6
42 JANE FONDA'S WORKOUT RECORD — (Columbia CX2 38054) CBS	47	8
43 ALDO NOVA — (Portrait ZRR 37498) CBS	32	22
44 SWEETS FROM A STRANGER 8.98 SQUEEZE (A&M SP-4899) RCA	46	8
45 FREEZE-FRAME 8.98 THE J. GEILS BAND (EMI America SOO-17062) CAP	31	36
46 DAYLIGHT AGAIN 8.98 CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	—	1
47 STRAIGHT FROM THE HEART 8.98 PATRICE RUSHEN (Elektra E1-60015) WEA	36	13
48 CHICAGO 16 8.98 CHICAGO (Full Moon/Warner Bros. 9 23689-1) WEA	58	5
49 AVALON 8.98 ROXY MUSIC (Warner Bros. 9 23666-1) WEA	54	5
50 NON-STOP CABARET 8.98 SOFT CELL (Sire SRK 3647) WEA	49	26
51 BEAUTY AND THE BEAT 8.98 THE GO-GO'S (I.R.S./A&M SP 70021) RCA	43	51
52 WILD HEART OF THE YOUNG — KARLA BONOFF (Columbia FC 37444) CBS	52	16
53 STREET OPERA 8.98 ASHFORD & SIMPSON (Capitol ST-12207) CAP	37	8
54 HOT SPACE 8.98 QUEEN (Elektra E1-60128) WEA	41	8
55 POWER PLAY 8.98 APRIL WINE (Capitol ST-12218) CAP	112	2
56 NO FUN ALOUD 8.98 GLENN FREY (Asylum E1-60129) WEA	64	5
57 12 GREATEST HITS VOL. II — NEIL DIAMOND (Columbia TC 38066) CBS	44	8
58 PELICAN WEST 6.98 HAIRCUT 100 (Arista AL 6600) IND	62	15
59 E.T. THE EXTRATERRESTRIAL 8.98 ORIGINAL SOUNDTRACK (MCA-6109) MCA	78	14
60 JEFFREY OSBORNE 8.98 (A&M SP-4896) RCA	67	5
61 ONE ON ONE — CHEAP TRICK (Epic FE 38021) CBS	48	8
62 BELLA DONNA 8.98 STEVIE NICKS (Modern/Atco MR 38-139) WEA	55	49
63 JUMP UP! 8.98 ELTON JOHN (Geffen GHS 2013) WEA	51	11
64 HOOKED ON CLASSICS 8.98 LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194) RCA	53	35
65 MARSHALL CRENSHAW 8.98 (Warner Bros. BSK 3673) WEA	69	9
66 I'M THE ONE 8.98 ROBERTA FLACK (Atlantic SD 19354) WEA	73	5
67 STRAIGHT BETWEEN THE EYES 8.98 RAINBOW (Mercury SRM-1-4041) POL	56	12
68 BEAT 8.98 KING CRIMSON (Warner Bros. 9 23692-1) WEA	86	3
69 WHO'S FOOLIN' WHO 8.98 ONE WAY (MCA-5279) MCA	59	17
70 4 8.98 FOREIGNER (Atlantic SD 16999) WEA	63	52
71 OFFRAMP 8.98 PAT METHENY GROUP (ECM-11216) WEA	57	9
72 ON THE LINE 8.98 GARY U.S. BONDS (EMI America SO-17068) CAP	82	4
73 AEROBIC SHAPE UP 8.98 JOANIE GREGGAINS (Parade/Peter Pan 104) IND	77	14
74 ALLIGATOR WOMAN 8.98 CAMEO (Chocolate City CCLP 2021) POL	66	15
75 GREASE 2 8.98 ORIGINAL SOUNDTRACK (RSO RS-1-3803) POL	92	5
76 BRILLIANCE 8.98 ATLANTIC STARR (A&M SP-4883) RCA	71	17
77 GHOST IN THE MACHINE 8.98 THE POLICE (A&M SP-3730) RCA	65	39
78 PHYSICAL 8.98 OLIVIA NEWTON-JOHN (MCA-5229) MCA	72	38
79 THE INNOCENT AGE — DAN FOGELBERG (Full Moon/Epic KE2 37393) CBS	60	44
80 A FLOCK OF SEAGULLS 6.98 (Jive/Arista VA 6600C) IND	89	9
81 WALT DISNEY PRODUCTIONS' MOUSERCISE 7.98 (Disneyland 62516) IND	81	18
82 REUNION 8.98 THE TEMPTATIONS (Gordy/Motown 6008GL) IND	74	12
83 PICTURE THIS 8.98 HUEY LEWIS AND THE NEWS (Chrysalis CHR 1340) IND	69	21
84 MISSING PERSONS 4.98 (Capitol DLP-15001) CAP	87	15
85 FEELS SO RIGHT 8.98 ALABAMA (RCA AHL 1-3930) RCA	76	71
86 IMPERIAL BEDROOM — ELVIS COSTELLO and THE ATTRACTIONS (Columbia FC 38157) CBS	—	1
87 MY FAVORITE PERSON — THE O JAYS (Philadelphia Int'l. FZ 37999) CBS	79	10
88 PAC-MAN FEVER — BUCKNER & GARCIA (Columbia XRC 37941) CBS	85	18
89 THE HUNTER 8.98 BLONDIE (Chrysalis CHR 1304) IND	50	5
90 KIM WILDE 8.98 (EMI America ST-17065) CAP	97	10
91 OUTLAW 8.98 WAR (RCA AFL1-4208) RCA	94	19
92 EXTRATERRESTRIAL LIVE — BLUE OYSTER CULT (Columbia KG 37946) CBS	84	10
93 INSIDE 8.98 RONNIE MILSAP (RCA AHL1-4311) RCA	107	4
94 WINDSONG 8.98 RANDY CRAWFORD (Warner Bros. 9 23687-1) WEA	104	5
95 SEASONS OF THE HEART 8.98 JOHN DENVER (RCA AFL1-4256) RCA	90	19
96 NO CONTROL — EDDIE MONEY (Columbia FC 37980) CBS	125	2
97 THE CONCERT IN CENTRAL PARK 14.98 SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654) WEA	83	19
98 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) — WILLIE NELSON (Columbia KC237542) CBS	101	44
99 NIECY — DENIECE WILLIAMS (ARC/Columbia FC 37952) CBS	70	14
100 SCREAMING FOR VENGEANCE — JUDAS PRIEST (Columbia FC 38160) CBS	—	1

cash box top albums/ 101 to 200

July 17, 1982

	Title, Artist, Label, Number, Distributor		7/10	Weeks On Chart
101	**SOONER OR LATER**	8.98		
	LARRY GRAHAM (Warner Bros. BSK 3668) WEA		102	5
102	**20 AEROBIC DANCE HITS**	8.98		
	MARCY MUIR (Parade/Peter Pan 101) IND		88	27
103	**INSTANT LOVE**	—		
	CHERYL LYNN (Columbia FC 38057) CBS		128	2
104	**FRIENDS**	8.98		
	SHALAMAR (Solar/Elektra S-28) WEA		103	22
105	**ABACAB**	8.98		
	GENESIS (Atlantic SD 19313) WEA		106	40
106	**SOMEWHERE IN THE STARS**	—		
	ROSANNE CASH (Columbia FC 37570) CBS		114	4
107	**DIARY OF A MADMAN**	—		
	OZZY OSBOURNE (Jet FZ 37492) CBS		96	35
108	**NIGHT AND DAY**	8.98		
	JOE JACKSON (A&M SP-4906) RCA		---	1
109	**IN BLACK AND WHITE**	8.98		
	BARBARA MANDRELL (MCA-5205) MCA		75	8
110	**LONE RHINO**	8.98		
	ADRIAN BELEW (Island/Atco IL 9751) WEA		119	3
111	**THE NUMBER OF THE BEAST**	8.98		
	IRON MAIDEN (Harvest ST-12202) CAP		108	15
112	**STEAMIN' HOT**	—		
	THE REDDINGS (Believe In A Dream FZ 37974) CBS		95	8
113	**HANDS DOWN**	—		
	BOB JAMES (Tappan Zee/Columbia FC 38067) CBS		136	2
114	**"D" TRAIN**	8.98		
	(Prelude PRL 14105) IND		117	12
115	**AS WE SPEAK**	8.98		
	DAVID SANBORN (Warner Bros. 9 23650-1) WEA		138	3
116	**LITE ME UP**	—		
	HERBIE HANCOCK (Columbia FC 37928) CBS		118	8
117	**WE GO A LONG WAY BACK**	—		
	BLOODSTONE (T-Neck FZ 38115) CBS		132	2
118	**BUILT FOR SPEED**	8.98		
	STRAY CATS (EMI America ST-17070) CAP		127	4
119	**FANDANGO**	8.98		
	HERB ALPERT (A&M SP-3731) RCA		120	6
120	**RIO**	8.98		
	DURAN DURAN (Harvest ST-12211) CAP		123	7
121	**GREATEST HITS**	8.98		
	KENNY ROGERS (Liberty LOO-1072) CAP		121	92
122	**THE DUDE**	8.98		
	QUINCY JONES (A&M SP-3721) RCA		93	68
123	**STAR TREK II: THE WRATH OF KHAN**	8.98		
	ORIGINAL SOUNDTRACK (Atlantic SD 19363) WEA		---	1
124	**TRUST ME**	8.98		
	JEAN CARN (Motown 6010ML) IND		135	4
125	**HEY RICKY**	8.98		
	MELISSA MANCHESTER (Arista AL 9574) IND		129	13
126	**UNDER THE BIG BLACK SUN**	8.98		
	X (Elektra 9 60150-1) WEA		146	2
127	**WAITIN' FOR THE SUN TO SHINE**	—		
	RICKY SKAGGS (Epic FE 37193) CBS		130	8
128	**SOMETHING SPECIAL**	8.98		
	KOOL & THE GANG (De-Lite DSR 8502) POL		91	40
129	**BROADSWORD AND THE BEAST**	8.98		
	JETHRO TULL (Chrysalis CHR 1380) IND		80	13
130	**TATTOO YOU**	8.98		
	ROLLING STONES (Rolling Stone/Atco COC 16052) WEA		133	45
131	**THE MONROES**	5.98		
	(Alfa AAE-15015) IND		141	6
132	**STANDING HAMPTON**	8.98		
	SAMMY HAGAR (Geffen GHS 2006) WEA		98	26
133	**MEMORIES**	—		
	BARBRA STREISAND (Columbia TC 37678) CBS		124	32
134	**BREAKIN' AWAY**	8.98		
	AL JARREAU (Warner Bros. BSK 3576) WEA		109	48
135	**LOVE IS WHERE YOU FIND IT**	8.98		
	THE WHISPERS (Solar/Elektra S-27) WEA		131	27
136	**CHIPMUNK ROCK**	8.98		
	THE CHIPMUNKS (RCA AFL1-4303) RCA		100	10
137	**WISE GUY**	8.98		
	KID CREOLE AND THE COCONUTS (Ze/Sire SRK 3681) WEA		150	4
138	**SOUP FOR ONE**	8.98		
	ORIGINAL SOUNDTRACK (Mirage/Atco WTG 19353) WEA		143	6
139	**JI**	8.98		
	JUNIOR (Mercury SRM-1-4043) POL		110	12
140	**DROP THE BOMB**	8.98		
	TROUBLE FUNK (Sugar Hill SH 266) IND		137	12
141	**SO EXCITED**	8.98		
	POINTER SISTERS (Planet BXL1-4355) RCA		--	1
142	**LOVE NOTES**	—		
	CHUCK MANGIONE (Columbia FC 38101) CBS		155	2
143	**BIG SCIENCE**	8.98		
	LAURIE ANDERSON (Warner Bros. BSK 3674) WEA		113	11
144	**TIME PIECES/THE BEST OF ERIC CLAPTON**	8.98		
	ERIC CLAPTON (RSO RX 1-3099) POL		116	6
145	**OFFERING**	8.98		
	AXE (Atco SD 38-148) WEA		154	4
146	**ROYAL JAM**	12.98		
	THE CRUSADERS (MCA 2-8017) MCA		152	3
147	**JUICE**	8.98		
	JUICE NEWTON (Capitol ST-12136) CAP		151	72
148	**CURRENT**	—		
	HEATWAVE (Epic FE 38065) CBS		158	3
149	**NUGENT**	8.98		
	TED NUGENT (Atlantic SD 19365) WEA		—	1
150	**WORKING CLASS DOG**	8.98		
	RICK SPRINGFIELD (RCA AFL 1-3697) RCA		115	68
151	**SHEFFIELD STEEL**	8.98		
	JOE COCKER (Island/Atco IL 9750) WEA		162	2
152	**SHARING YOUR LOVE**	8.98		
	CHANGE (RFC/Atlantic SD 19342) WEA		122	11
153	**LIVE IT UP**	—		
	DAVID JOHANSEN (Blue Sky ARZ 38004) CBS		163	3
154	**EYE TO EYE**	8.98		
	(Warner Bros. BSK 3570) WEA		160	7
155	**ANGST IN MY PANTS**	8.98		
	SPARKS (Atlantic SD 19347) WEA		148	10
156	**PRIVATE EYES**	8.98		
	DARYL HALL & JOHN OATES (RCA AFL1-4028) RCA		139	44
157	**YOU'VE GOT THE POWER**	—		
	THIRD WORLD (Columbia FC 37744) CBS		134	18
158	**THE ONE THAT YOU LOVE**	8.98		
	AIR SUPPLY (Arista AL 9551) IND		161	58
159	**2XS**	8.98		
	NAZARETH (A&M SP-4901) RCA		170	2
160	**STREET SONGS**	8.98		
	RICK JAMES (Gordy/Motown G8-1002M1) IND		147	65
161	**QUARTERFLASH**	8.98		
	(Geffen GHS 2003) WEA		140	39
162	**IT'S A FACT**	8.98		
	JEFF LORBER (Arista AL 9583) IND		166	17
163	**HAPPY TOGETHER**	8.98		
	ODYSSEY (RCA AFL1-4240) RCA		168	4
164	**ANNE MURRAY'S GREATEST HITS**	8.98		
	(Capitol SOO-12110) CAP		164	124
165	**WINDOWS**	—		
	THE CHARLIE DANIELS BAND (Epic FE 37694) CBS		144	16
166	**STEVE FORBERT**	—		
	(Nemperor ARZ 37434) CBS		—	1
167	**HOOKED ON BIG BANDS**	8.98		
	FRANK BARBER (Victory VIC 702) IND		157	7
168	**I'VE NEVER BEEN TO ME**	8.98		
	CHARLENE (Motown 6009ML) IND		99	15
169	**TUTONE 2**	—		
	TOMMY TUTONE (Columbia ARC 37401) CBS		111	24
170	**GOLD**	8.98		
	STEELY DAN (MCA-5324) MCA		178	2
171	**THE JAZZ SINGER**	9.98		
	NEIL DIAMOND (Capitol SWAV-12120) CAP		159	83
172	**THE ONE GIVETH, THE COUNT TAKETH AWAY**	8.98		
	WILLIAM "BOOTSY" COLLINS (Warner Bros. BSK 3667) WEA		142	9
173	**THE LEGEND GOES ON**	8.98		
	THE STATLER BROTHERS (Mercury SRM-1-4048) POL		—	1
174	**D.E. 7TH**	—		
	DAVE EDMUNDS (Columbia FC 37930) CBS		145	12
175	**LADIES OF THE EIGHTIES**	8.98		
	A TASTE OF HONEY (Capitol ST-12173) CAP		153	12
176	**BUSINESS AS USUAL**	—		
	MEN AT WORK (Columbia ARC 37978) CBS		186	2
177	**HOMOSAPIEN**	5.98		
	PETE SHELLEY (Arista AL 6602) IND		—	1
178	**DOIN' ALRIGHT**	8.98		
	O'BRYAN (Capitol ST-12192) CAP		179	17
179	**MEGA FORCE**	8.98		
	707 (Boardwalk NBI 33253) IND		181	2
180	**YOU COULD HAVE BEEN WITH ME**	8.98		
	SHEENA EASTON (EMI America SW-17061) CAP		149	34
181	**BOBBIE SUE**	8.98		
	OAK RIDGE BOYS (MCA-5294) MCA		156	22
182	**THE LAST OF THE MOHICANS**	5.98		
	BOW WOW WOW (RCA CPL1-4314) RCA		126	11
183	**FAME**	8.98		
	ORIGINAL SOUNDTRACK (RSO RX1-3080) POL		169	25
184	**CHRISTOPHER CROSS**	8.98		
	(Warner Bros. BSK 3383) WEA		184	129
185	**RESTLESS BREED**	8.98		
	RIOT (Elektra E1-60134) WEA		193	2
186	**WE WANT MILES**	—		
	MILES DAVIS (Columbia C2 38005) CBS		175	10
187	**BLIZZARD OF OZZ**	—		
	OZZY OSBOURNE (Jet JZ 36812) CBS		188	66
188	**HIGH NOTES**	8.98		
	HANK WILLIAMS, JR. (Elektra/Curb E1-60100) WEA		174	13
189	**TIME AND TIDE**	8.98		
	SPLIT ENZ (A&M SP-4894) RCA		105	12
190	**MR. LOOK SO GOOD**	8.98		
	RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249) IND		165	22
191	**JUST ANOTHER DAY IN PARADISE**	—		
	BERTIE HIGGINS (Kat Family FZ 37901) CBS		180	22
192	**CAROL HENSEL'S EXERCISE & DANCE PROGRAM VOLUME 2**	8.98		
	(Vintage/Mirus VNI 7733) IND		197	31
193	**ATTITUDES**	8.98		
	BRASS CONSTRUCTION (Liberty LT-51121) CAP		185	12
194	**TURNED ON BROADWAY**	8.98		
	LUTHER HENDERSON conducting THE BROADWAY SYMPHONY ORCHESTRA (RCA AFL1-4327) RCA		190	7
195	**LIVE ON THE SUNSET STRIP**	8.98		
	RICHARD PRYOR (Warner Bros. BSK 3660) WEA		173	14
196	**1982**	—		
	THE STYLISTICS (Philadelphia Int'l. FZ 37995) CBS		171	5
197	**ANIMATION**	8.98		
	JON ANDERSON (Atlantic SD 19355) WEA		176	5
198	**CAT PEOPLE**	8.98		
	ORIGINAL SOUNDTRACK (Backstreet BSR-6107) MCA		191	14
199	**IN CONCERT**	—		
	JANE OLIVOR (Columbia FC 37938) CBS		187	10
200	**CONFIDENCE**	8.98		
	NARADA MICHAEL WALDEN (Atlantic SD 19351) WEA		194	7

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Mixed Reviews For Black Music Month

(continued from page 28)

hysteria about the economy.

Negative Press

"Maybe the market the last few weeks has been soft," he said, "but the psychological element of being exposed to media continually reporting negative economic factors makes things appear worse than they actually are."

Responding to retailers' perception that record manufacturers did not substantially support Black Music Month this year, Haywood said that PolyGram paid particular attention to penetration into the core marketplace during May and June, something concretely reflected with the Gap Band having recently hit #1 on both the black singles and album charts.

"We didn't always fly under the banner of Black Music Month; in our marketing we did it under the banner of business," he said.

Many of those contacted indicated that various things could be done to improve Black Music Month campaigns, including more advance planning, more media exposure spotlighting the event and greater participation by industry trade associations.

"One consistent problem," said Hastings' Marmaduke, "is that the record companies could do more advance planning to give us time to develop plans to use the resources they would make available."

Bruce Webb suggested that companies such as CBS, WCI and MCA, which have film and video production facilities, could develop a short subject on black music and its history for airing on PBS and/or cable.

"It might take trade associations and dealers insisting on something being done to turn Black Music Month into a viable sales event," said Simpson. "The 'Gift of Music' campaign has been very successful; but without NARM to push the concept, it wouldn't exist."

Simpson suggested that a group of trade associations working in conjunction with each other and applying more pressure on labels to work collectively at building public recognition of Black Music Month might effect a change.

Musexpo To Expand Seminars On Music, Video

NEW YORK — An expanded program for music and video will be evident at the upcoming Musexpo '82-8th Annual International Record/Video and Music Industry Market, to be held Sept. 30-Oct. 4 in Bal Harbour (Miami Beach), Fla., according to Roddy S. Shashoua, president of International Music Industries, Ltd.

The expanded program will consist of workshops on A&R and Artist Development (U.S.A. and international); Radio Programming and the Record Industry; Music Publishing (U.S.A. and international); International Lawyers; Meeting/International Licensing; the Music and Home Video Market; Video Programming and Marketing — Home Video and Cable TV; Video Publishing and Distribution; and Video Communications and Cable TV.

Panelists and moderators for the sessions covering these topics from the U.S. and international perspective are now being selected and will be announced shortly.

Davies Named To Head ATV Music Of Canada

(continued from page 29)

industry veteran of 18 years, was most recently president of Partisan Music Prods., Inc. of Toronto, a production and publishing company. Before that, Davies served with a number of publishing and music-related firms, including Love Prods. Ltd., Island Records Canada and the international and publishing divisions of GRT of Canada, as well as Liberty Records and the EMI Records Group of London.

N.Y. Kool Fest Draws 100,000

(continued from page 13)

with the office of the Borough President, and featured Max Roach, Randy Weston, Hannibal Marvin Peterson, David Amram, Reggie Workman and The Brooklyn Philharmonic.

Reactivating a feature from the Festival's Newport, R.I. days, four seminars dubbed "Aspects of Jazz" were presented in conjunction with Dan Morgenstern and The Institute of Jazz Studies, Rutgers University. Albert Murray, Gary Giddins, Milt Hinton, David Chertok and Leonard Feather were among the panelists covering such topics as free jazz, jazz on film, attracting a larger following among the young black audience, and jazz and oral history.

Focusing on experimental and Latin jazz was the Soundscape on the Purple Barge series. Co-produced by Soundscape loft owner Verna Gillis, the program featured 19 acts through 10 concerts, including such artists as Andrew Cyrille, Jimmy Lyons, Sonny Sharrock, Karen Borca and Jamaaladeen Tacuma. While lamenting that experimental artists had been relegated to an ancillary role in the Festival, Gillis allowed that presenting new artists in large halls posed a problem, and was generally encouraged by the Festival's sponsorship of the Soundscape series.

"I think more of the experimental artists could be put on shows with the established artists," said Gillis. "Otherwise, the same people will hear these artists over and over. But it is very difficult to do — the economics of presenting these artists in a big hall are just too hard. I would hope that next year there will be more financial back-up for new music, which is what it needs in order to be successful. But the affiliation did help us, especially in terms of coverage."

Other series included after-hour jam sessions at club Fat Tuesday, and the performance of George Gruntz and Amiri Baraka's "Jazz Opera-Fragments" at La MaMa Experimental Theatre Club.

The Festival presented a solo piano concert each weeknight except one, when drummer Max Roach performed solo. Among the pianists to appear were Dolo Coker, Mal Waldron and Jay McShann.

Among the musicians headlining programs at Carnegie and Avery Fisher Halls were Jaco Pastorius, Phil Woods, Count Basie, The David Murray Ensemble, The World Saxophone Quartet, Sarah Vaughan, Dizzy Gillespie, Herbie Hancock, The Modern Jazz Quartet, Dave Brubeck, The Henry Threadgill Octet, The Great Quartet, Benny Goodman and The Four Brothers.

ON JAZZ

(continued from page 28)

channels, they will sell by direct C.O.D. to any dealer who can put together a 25 piece order . . . **Alan Caplin** has reactivated Waterfall Records. The Chatham, N.Y.-based distributor is handling 40 different labels including the newly activated Chess Records. Other jazz labels in the Waterfall catalog include Aircheck, Biograph, Center, CSP, Commodore, Fanfare, Historical, Jazz Archives, Kaydee, Melodeon, Sackville, Sandy Hook, Sunbeam, Tulip, Swing House, Unique, VGM, Xanadu, and Zim. The distributor is located at 16 River St., Chatham, N.Y. Telephone is (518) 392-3401 . . . California's Palo Alto Jazz Records has signed alto saxophonist **Richie Cole** and vocalist **Shelia Jordan** to long-term contracts. Already in the can by Cole are a summit LP with fellow alto players **Sonny Stitt** and **John Handy**, as well as a collaboration with **Art Pepper**. Upcoming plans call for Cole to record with **Tom Waits, Toots Thielemans** and **Boots Randolph**. Projects slated for Jordan include a duo disc with bassist **Harvie Swartz.**

fred goodman

CASH BOX

July 17, 1982

AROUND THE ROUTE

by Camille Compasio

Operators are being urged to comply with the jukebox royalty rate that went into effect this year, in accordance with the CRT rate increase, even though an appeal is pending. Those who already submitted the $8 fee that was in effect until this year, must send an additional $17 per jukebox, for a total of $25, which is the current rate. **Walt Sampson**, chief of the licensing division, recently visited the AMOA offices, explaining that the $17 is retroactive to all machines registered in January of 1982, even if the machines were sold or pulled out of locations. The law requires that the fee be paid and, while notices have been issued, the response has been less than encouraging, according to Sampson. The new royalty stickers, by the way, are red in color — the deadline for payment of the fee is July 15. AMOA is appealing the decision for the increase but, as noted by executive vice president **Leo Droste**, until such time as a Supreme Court decision is reached, the additional $17 must be paid in compliance with the law as it now stands. . .Droste advised **Cash Box** that AMOA is pretty well along on the assignment of exhibit space for this year's annual convention (Hyatt Regency-

(continued on page 35)

L.A. Operators Could Face Stiff Fees If Arcade Proposal Passes

by Jeffrey Ressner

LOS ANGELES — Owners of coin-operated video games here may be subjected to a $250 annual surcharge per machine if any of three proposals being considered by local legislators is approved by the City Council and area voters. The measures, originally introduced by City Councilman Hal Bernson and recently discussed at a special meeting of L.A.'s Charter and Elections Committee, reportedly were devised to pay for "policing" arcades and bringing new funds into the city's budget, but have met with stern opposition from local game distributors and operators.

Bernson initially suggested a tax on the electronic devices, which would require approval from a two-thirds majority of the electorate. As a precaution, however, he also proposed the same amount be levied on the machines in the form of a fee rather than a tax, a move that would avoid the requirement stating all new taxes must win support from a two-thirds majority of voters. The third option, offered by the City Administrative Officer in a report on the motion to place tax increases on video games before the electorate, called for the continuation of operator taxes based on gross receipts, with a location tax based on the number of machines in a given place at a per machine flat rate tax.

Present Law

As the law now stands, L.A. arcade owners who have five or more units must pay up to $2,000 in one-time licensing charges, $102 for an annual police permit, and an $18.75 yearly business tax paid by the location no matter how many games it has.

At the Charter and Elections Committee held July 7, members of the coin-op industry voiced strong opposition to the proposed tariffs which, they claimed, would severely cut into already ailing profit margins and unjustly impose financial costs based on the notion arcades attract a juvenile criminal element more than other businesses. For Bernson's action to appear on the Nov. 2 ballot, the City Council must give its approval by July 14, taking into consideration the recommendations of the committee. During the meeting, the committee decided to designate a task force comprised of representatives from the City Administrative Officer, the City Clerk, the City Attorney and its own staff, in addition to any video game reps who may want to offer suggestions on how potential crime problems in arcade areas can be allayed without a prohibitive cost to ops.

At the opening of the committee's special session, Councilman John Ferraro (4th district), asked if he should disqualify himself from the order of business because his brother is an independent operator handling several games in the county. Chair- and Councilwoman Pat Russell (6th district), quipped she didn't think that was any more a conflict of interest than the fact her three children play video amusements frequently, a comment that

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COIN MACHINE

Pictured (l-r). Williams president Michael Stroll and Kenzo Tsujimoto, president of Irem Corporation.

Williams, Irem Announce Pact For 'Moon Patrol' Game

CHICAGO — Williams Electronics, Inc. of Chicago and Irem Corporation of Osaka, Japan, announced that an agreement has been reached between the two companies for the manufacture of "'Moon Patrol", a video game.

"We're delighted to be working with the Irem Corporation for the first time," stated Williams' president Michael Stroll. "All of us at Williams are very excited about 'Moon Patrol' and initial testing of the game shows it to have strong player appeal.

"We look forward to a long and successful relationship between our two companies," Stroll concluded.

Cinematronics X-Y System Licensed To Wells-Gardner

EL CAJON, Calif. — A licensing agreement has been reached between Cinematronics, Inc. and Wells-Gardner Electronics Corp., awarding Wells-Gardner the right to sublicense to others the use of Cinematronics X-Y patents and X-Y system.

According to Fred Fukumoto, president of Cinematronics, "The license agreement gives Cinematronics' X-Y patents the recognition they rightfully deserve."

Al Wells, president of Wells-Gardner, added that the agreement "will permit low cost licensing protection to Well-Gardner's customers producing X-Y video games."

Further information may be obtained by contacting Jim Roberts at Wells-Gardner in Chicago (312-252-8220) or at James Industries, Inc. in Schaumburg, Ill. (312-884-8000).

Pictured (l-r): Al Wells and Fred Fukomoto.

L.A. Operators Could Face Stiff Fees If Arcade Proposal Passes

(continued from page 33)

received loud laughter from the packed meeting room. Ms. Russell then invited members of the arcade business to voice their attitudes about the proposed costs for cops.

Introducing the operators, distributors and other industry spokespeople was Ira Bettleman, executive vice president of C.A. Robinson Co., one of California's leading distribs dealing in coin-activated electronic game equipment. Dave Solish, an op who handles approximately 300 machines in the Southland region, commented, "As I see it, the $250 is going to create one of two situations. Either everyone will try to go underground and say, 'Find me if you can. If you do, I'll pay. If you don't, the heck with you.' Or it will bring the gangsters in who can afford to pay, and they'll just stamp on the small people, saying 'You're not going to get a 50% split, you're gonna get 10%. And if you don't like it, tough. We're the only game in town.' I'm very much opposed to this. If L.A. goes ahead with this plan, there's no question that every little town around will do the same. It's not only us who'll be knocked out of business. Little mom and pop groceries that depend on the fifty or hundred dollars a week that they earn out of the machines will also be affected."

D.R. McMurdie, president of the Circle International distributorship, made a strong case for game supporters, telling how the industry is making valiant efforts to establish an upright image as a provider of inexpensive entertainment for adults and children alike. Calling the surcharge "discriminatory," he candidly said, "We're not happy with the bad management in some of these locations, but 95% should not be condemned because of the few. This tax or fee would eliminate video games in the area and that means unemployment and stores going out of business. There's no way a small businessman in this industry could afford to pay $250 per machine."

Economic Impact

Speaking on the adverse economic conditions currently facing the trade — saturation of the marketplace, the public's fickle hit game taste, delinquent payments on equipment, inexperienced entrepreneurs, high-priced permits, fees and licenses already in effect — were Ray Baptiste of Security Pacific Bank and Jack Ingram, who heads First United Distributors. Both expressed the belief that increased city monetary demands would have serious consequences for the field which, contrary to popular belief, is not on extremely firm financial ground this year.

Following the industry statements, Councilman Bernson stated he wasn't trying to push anyone out of a job, and that his measure was the result of a suggestion by a citizen's advisory group in his 12th district that concluded more surveillance of arcades was necessary. "There should be freedom of expression and freedom of use, and I'm certainly not anti-business," he said. "I'm not locked into the $250 fee. And I don't have anything against the game industry. I think it's wholesome. My kids enjoy it, even I enjoy it occasionally."

Chairwoman Russell established two actions before the July 14 deadline, calling for a task force to work with the industry to develop concepts for the situation and to send a report and research by CAO chief Keith Comrie to the City Council for its perusal. Bernardi motioned for a vote recommending the tax ordinance be placed on the ballot, but the result was a stalemate, with Ferraro declining to vote, Russell responding negatively, and Bernardi wishing to commend the tax.

Despite the blocked vote, however, Bernardi had the final words regarding the subject at the special gathering.

"There are some spots in my area where you go in at 9:00 at night and there are kids around instead of being home where they belong, studying. They can't read and write now, but they can sure play the games. That's a lot easier," he said.

After discussion ended, Bettleman said he felt the vid game leaders in L.A. were well represented and he looked forward to July 13, when the committee will once more tackle the controversial topic.

"The way we understood it," Bettleman explained, "they're going to try and put it on the ballot and then see if we can work out an appropriate recommendation to take it off the

(continued on page 36)

Pizza Time To Open In Hong Kong

SUNNYVALE — Pizza Time Theatre, Inc. announced plans to send Chuck E. Cheese to Hong Kong to open the first unit in the Far East.

Franchised by Brunswick Family Entertainment, Ltd., of Hong Kong, the new unit is scheduled to open the end of 1982 in the commercial area of Kowloon. Brunswick Family Entertainment, Ltd. has exclusive franchise development rights for Hong Kong Island, Macao, Kowloon and the New Territories.

Brunswick International Ltd., a Fortune 500 company in the marine, technical and leisure industries, is the managing partner of the franchise group. Augustine Chow, Brunswick International's area manager for Southeast Asia, will have overall management responsibilities for the new Pizza Time Theatre in Hong Kong. The other franchise partners are P. Moriais, real estate developers in Hong Kong and Coin & Vending Ltd., suppliers and operators of coin operated video games in Hong Kong.

Like Chuck E. Cheese's Pizza Time Theatres in the United States, the Hong Kong unit will combine a pizza restaurant with video games, and musical entertainment provided by computer-controlled robot characters.

The rapidly expanding chain of family entertainment centers presently operates or franchises 132 units in the U.S., Canada and Australia.

Williams Board Sets Dividend

NEW YORK — The board of directors of Williams Electronics, Inc. declared a quarterly dividend of 10 cents per share of common stock.

The dividend, will be payable on Aug. 17, 1982 to stockholders of record at the close of business on July 30, 1982.

Williams Electronics, Inc. is engaged in the design, manufacture and sale of electronic coin-operated games.

Steve Blattspieler

Blattspieler Is Named Sales VP At Cinematronics

EL CAJON, Calif. — Steve Blattspieler has been promoted to vice president of sales at Cinematronics, Inc. with responsibility for the company's entire sales effort.

Commenting on the promotion, company president Fred Fukomoto said, "Steve is extremely knowledgeable and has great ability He has over eight years of industry experience at all levels and is well known and respected. He is a valuable asset to our organization and a welcome addition to the top management team."

Stressing that he welcomes the added responsibilities of the new post, Blattspieler noted, "The obvious goal is to institute sales programs which increase Cinematronics' share in the marketplace. Several new approaches are being developed to accomplish this objective."

Dynamo Appoints Podany To Customer Service Position

GRAND PRAIRIE, Tex. — Dynamo Corporation has announced the appointment of Kay Podany to the position of customer service representative. Her responsibilities include order coordination, followup, and day-to-day interface with key distributors and operators.

Commenting on Podany's appointment, Mark Struhs, vice president of sales and marketing for Dynamo said, "As a result of Dynamo's ongoing growth and our desire to continue to provide quality service consistent with our products, we felt a need to strengthen our sales team by adding someone with Kay's abilities. Kay is an energetic achiever with great determination and enthusiasm. I know she will do an excellent job of providing our customers with up-to-date information and will respond to their needs in any way that she can."

Dynamo is one of the nation's largest manufacturers of coin-operated pool tables and soccer tables and also manufactures electronic video games.

INDUSTRY CALENDAR

July 16-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell.

Sept. 10-12: North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte.

Sept. 24-25: West Virginia Music & Vending Assn.; annual convention; Ramada Inn; South Charleston.

Oct. 7-10: NAMA national convention; The Rivergate; New Orleans.

Nov. 17-20: AMOA international convention; Hyatt Regency Hotel; Chicago.

Nov. 18-20: IAAPA annual convention; Bartle Hall; Kansas City.

AROUND THE ROUTE

(continued from page 33)

Chicago, Nov. 17-20). Several regular exhibitors have requested more space this year and, at this point in time, there is quite a significant waiting list for space. Since the show is expected to be a biggie, convention related mailings are being processed a little earlier than usual and the association will be putting out a special "show brochure" to further promote the big event. Droste noted further that many of the seminar sessions will be taped and the tapes will be available for purchase. As a matter of fact, there will be an AMOA booth at Expo '82 where various items, such as the tapes, the cost of doing business survey, and others, will be on sale.

Cash Box felicitations to **Mr. and Mrs. Charles Takaichi**, who were married on June 19, in Los Altos, Calif. Mrs. Takaichi is the former **Nancy Duesing** of Exidy.

A "Ms. Pac-Man" video game was recently donated by Bally Advance (San Francisco) to the first annual "Best In The West" video shootout as the grand prize in the two-day contest, which was held at the Country Club Plaza in Sacramento, Calif. The contest was co-sponsored by the Sacramento Valley Amusement Owners Association in conjunction with 7-11 Food Stores to benefit the Muscular Dystrophy Association. Hats off to Bally Advance president **Chet McMurdie** for such a fine gesture.

Received word from **Ron Moskal**, Rock-Ola's vice president of sales, that the firm's new "Eyes" video game has maintained "cash earnings within the top five pieces" during eight to 10 weeks of testing at arcades and locations across the U.S. The game is available through Rock-Ola distributors, who view it as a "hot piece, with enormous potential," Ron added. "Eyes" is licensed by Rock-Ola from Techstar, Inc. of Miami, Fla.

State Association News: The Westchester Operators Guild, Inc. (NY), which has attracted several new members of late from within Westchester and the surrounding counties as well, recently elected the following slate of officers for the 1982-'83 term: **Jack Hearn**, president; **Frank DeMuro**, vice president; **Louis Tartaglia**, treasurer; and **Seymour Pollak**, secretary. Board members are **Edward D'Amato, Arthur I. Miller, William Feller** and **Alexander F. (Al) Kress, Jr.**, with Port Chester attorney **Francis J. Sisca** being retained as counsel.

Bernard M. (Bernie) Powers, director of marketing for Bally's Aladdin's Castle Division, was among 117 students who received their MBA or MSM degree recently from the Lake Forest School of Management. A 1973 graduate of Northern Illinois University, Bernie now holds a Masters of Business Administration degree from the school, which provides advanced education and development to experienced managers and also offers a non-credit program, and a seminar series as well as the Masters Program to the more than 600 students who attend classes on a part-time basis. Congratulations, Bernie.

New Equipment

Sci-Fi Adventure

"Space Dungeon," the newest video game produced by Taito America Corporation, offers mystery and intrigue in the aura of a science fiction adventure.

The game theme puts the player in charge of a ship that is maneuvered with

an 8-way Guidance Control joystick and equipped with a powerful 8-way Rapid Fire joystick for destroying enemies — the object being to scout hidden precious metal treasures while avoiding enemies and following a radar map that marks the treasure room, the thief's location, the player's location and the collect bonus room.

The player's ship can pick up the metals, which consist of iron crosses, copper pieces, silver stars, golden fleeces and platinum arks; and then follow the arrows leading to the Bonus Room to deposit the cosmic riches or explore the remainder of the Dungeon.

Points are scored for metal taken to the bonus room and for destruction of the enemies. The Space Dungeon has 99 depth levels, each having 16 treasures and 36 rooms so the treasure increases in value according to the number of levels the player seeks but survival becomes more difficult in the process.

The enemies encountered along the way are Piker Ships, Death Squares, Thieves, a Treasure Guard, Executioners, Enforcers and Spore Cases. There are also Corner Zappers lurking in some of the rooms, ready to catch the player in a laser cross-fire unless the player takes command and completely eliminates them.

These enemies consistently challenge the player. If the Thief steals the treasure, shooting him will make him drop it but if the Spore Case is shot it explodes into a frenzy of deadly heat-seeking Spores that must be dodged. In attempting to destroy the Guard the player must watch out for the Executioner and the Enforcer who shoot at the ship and try to destroy it.

If the player's ship (adjustable 2-6 lives) is destroyed, the collected treasure remains in that room and is posted with a Marker so the player can follow the map and return to inflict total destruction. A special bonus of 10,000 points multiplied by whichever level the player is on is awarded if the player completely explores each room of that level. A bonus ship is earned for every 10,000 points (adjustable).

A one- or two-player, Space Dungeon measures 67 inches by 24 inches by 30 inches and will be available through factory distributors. Further information may be obtained by contacting Taito America Corporation, 1256 Estes Ave., Elk Grove Village, Ill. 60007.

Treasure Hunt

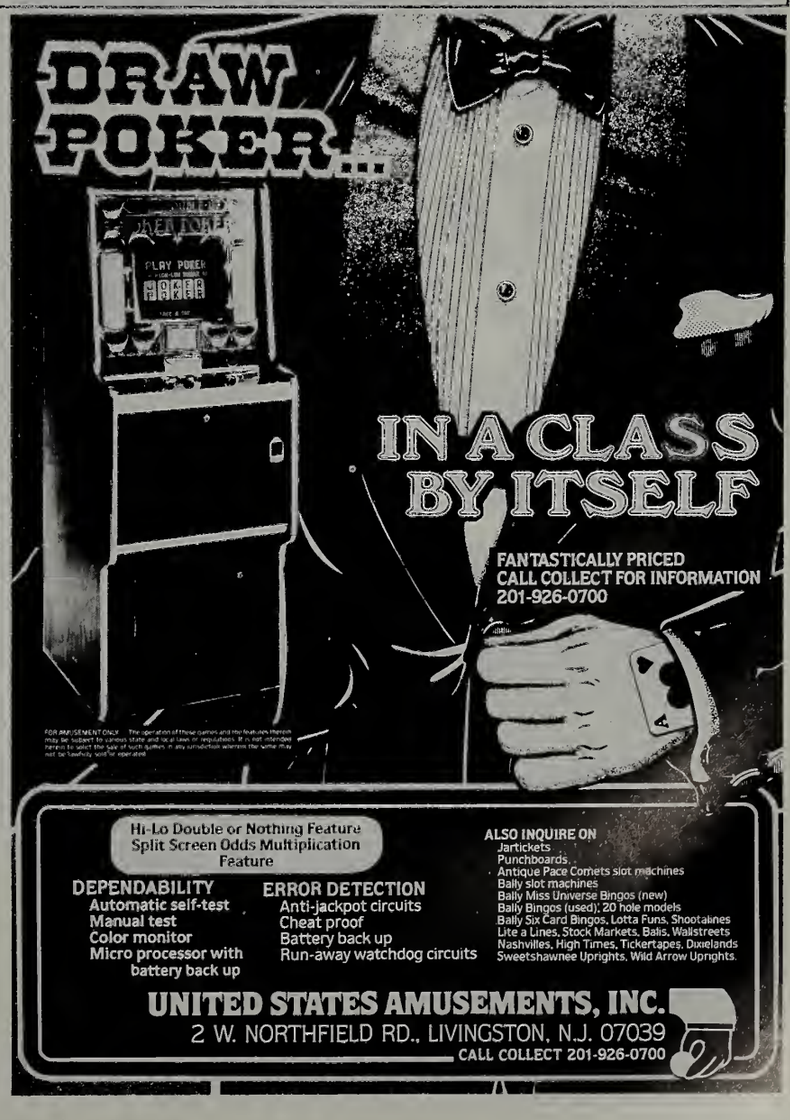
"Tutankham", a solid state one- or two-player video game, has been scheduled for production by Stern Electronics, Inc. Licensed from Konami Industry Co., Ltd. of Osaka, Japan, the game explodes with heated play action and has reportedly fared extremely well in selected test markets.

With the use of realistic graphics, Tutankham provides abundant challenges through four phases, each increasing in difficulty as play progresses. The object of the game is to find the treasure hidden deep in the tomb. The player advances carefully through a pyramid, avoiding or destroying enemies while trying to pick up hidden treasures and keys to new rooms in the tomb. The player enters a new, more difficult room by delivering the key to a locked door.

The game employs two joysticks, the left for moving the player in four directions to pick up treasures for bonus points and to search for the key. A map at the top of the screen shows the player where the key and door are located to

enter further into the pyramid. The right joystick allows the player to simultaneously operate the power beam, which is used to destroy the asps for 20 points, vultures for 40 points, and bats for 60 points. The player may only fire left or right but, if needed, a flash button may be used to destroy all enemies at once.

The play concept and graphics are symbolic of the King Tut period and the game features Stern's new slimmer, more compact cabinet design which positions the screen at a more advantageous angle for the player. The cabinet also features a pull-out drawer for easy front access to logic boards.



CASH BOX COIN MACHINE
AND MUSIC:
THE BEST OF BOTH WORLDS

***SEGA/GREMLIN WEEKEND** — The San Diego-based SEGA/Gremlin factory was recently featured in a video game segment on NBC-TV's "Week-End Magazine." In the **first photo**, local Channel 39 commentator Laura Buxton discusses the video game phenomenon with Gremlin Industries president Duane Blough. In the **second photo**, Buxton discusses the factory's hit video game, ZAXXON.*

NBC Spotlights SEGA/Gremlin

SAN DIEGO — SEGA/Gremlin was recently spotlighted on an NBC *Week-End Magazine* feature on video game entertainment. The ten minute program segment highlighted ZAXXON, "the next big star in video game entertainment," according to Laura Buxton, local Channel 39 commentator.

"We are pleased that NBC selected SEGA/Gremlin's ZAXXON as the spotlight of their feature," commented Duane Blough, president of Gremlin. "We are particularly pleased to be recognized with such positive media attention through television."

Buxton interviewed players on the air at a local arcade and received comments from ZAXXON participants such as "competitive, exciting and the most challenging game on the market today." Other enthusiastic players went on to say ZAXXON "is the greatest game on the market, totally different than all other games and a real winner."

Buxton tour the SEGA/Gremlin manufacturing plant and discussed video game entertainment with Blough. "A video game play is great entertainment value for 25 cents," commented Blough. "It is participative entertainment at its best."

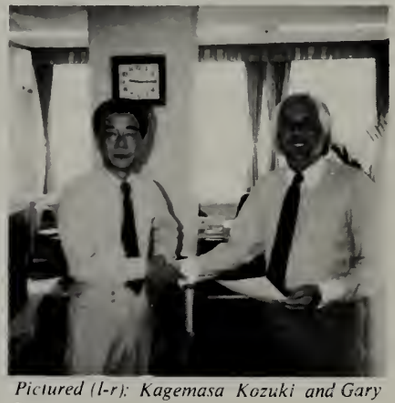
A local arcade operator spoke briefly with Buxton concerning video game entertainment and how it has swept the nation. The operator indicated that players of all ages are participating in greater numbers to challenge the computerized adventure present in video games. As players increasingly improve their skills the games must become more difficult to play.

Buxton concluded the feature with a comment from a ZAXXON player who felt "with the creation of ZAXXON, I can't imagine them going any further with a video game."

Stern, Konami Pact Announced

CHICAGO — Stern Electronics, Inc. announced that it has concluded a license agreement with Konami Industry Co., Ltd. to produce its latest video game, "Tutankham." The game was initially premiered at the Amusement Operators Exposition in Chicago earlier this year.

Stern president Gary Stern and Kagemasa Kozuki, president of Konami finalized the agreement in Osaka, Japan. "Tutankham" has also been licensed to Parker Brothers for use on its home cartridge system.



Pictured (l-r): Kagemasa Kozuki and Gary Stern.

Micropin Reports Annual Profit

PASADENA, Calif. — A strong fourth quarter performance enabled Micropin Corporation to show a profit for the year ended March 31, 1982 according to R. Bruce Stewart, President and Chief Executive Officer.

In a letter written for publication in Micropin's 1982 annual report, Stewart said fourth quarter revenues rose to $1,338,275 from $155,531 in the comparable quarter of the prior year.

The company earned $309,639, or eight cents per share in the fourth quarter, Stewart said. This contrasts with a net loss of $145,503, or six cents per share in the final quarter of the prior year.

For the full year ended March 31 Micropin's gross revenues totalled $1,865,452, a dramatic increase from the prior year's revenues of $187,898, Stewart further reported.

Net income for the full year was $71,669, or two cents per share. In the prior fiscal year the company had a loss of $798,369, or 34 cents per share.

Micropin is both an operator and a manufacturer of electronic amusement games, primarily the popular video games. "Increases in revenues and earnings were achieved in both areas of operation," Stewart noted.

Micropin has broadened its focus to include not just video games but the leisure time industry as a whole.

L.A. Arcade Levy

(continued from page 33)

ballot. So first they have to see if they're going to get it on or not. What if the city council decides not to accept it?

"I thought today's meeting was pretty decent," said Bettleman. "They listened to us. Some of them backed down on their position; I think Mr. Bernson reconciled and Pat Russell was the hero. Mr. Bernardi's remark about children not being able to read and write may be right, but I don't think you can blame video games. The games teach computer strategy, muscular dexterity and problem solving. If a kid can learn to play a video machine, but can't learn to read and write I'd say there's something wrong with the education system.

"The criterion shouldn't be improved by what a good arcade is, but by what a good teacher is. Because if a machine can teach a kid complex mental operations, then how come a teacher can't?"

MANUFACTURERS EQUIPMENT

A compilation of music and games equipment (new and used) with approximate production dates included in most cases.

PINBALL MACHINES

BALLY
Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (3/80)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin' (7/80)
Viking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)
Flash Gordon (2/81)
Eight Ball Deluxe (4/81)
Fireball II (5/81)
Embryon, w.b. (7/81)
Fathom (8/81)
Medusa (10/81)
Centaur (10/81)
Elektra (12/81)
Vector (2/82)
Mr & Mrs. Pac-Man (5/82)
Rapid Fire (5/82)

GAME PLAN
Coney Island (3/80)
Super Nova (4/80)
Lizard (6/80)

GOTTLIEB
Roller Disco, w.b., (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w.b. (4/80)
Panthera (6/80)
Counterforce (8/80)
Star Race, w.b. (9/80)
James Bond (10/80)
Time Line (11/80)
Force II (1/81)
Pink Panther (3/81)
Mars (6/81)
Volcano (8/81)
Black Hole (10/81)
Haunted House (2/82)
Devil's Dare (4/82)
Caveman pin/video (5/82)

STERN
Big Game, w.b. (3/80)
Ali (4/80)
Seawitch (5/80)
Cheetah, w.b. (6/80)
Quicksilver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nine Ball (1/81)
Free Fall (2/81)
Lightning (4/81)
Split Second (7/81)
Catacomb (9/81)
Viper (11/81)
Orbitor I (4/82)

WILLIAMS
Gorgar (1/80)
Laser Ball, w.b. (1/80)
Firepower (3/80)
Blackout (9/80)
Scorpion, w.b. (9/80)
Alien Poker (10/80)
Black Knight (12/80)
Jungle Lord (4/81)
Pharaoh (7/81)
Solar Fire (9/81)
Barracora (10/81)
Hyperball pin/video (2/82)

VIDEO GAMES (upright)

AMSTAR
Laser Base (7/81)

ATARI
Monte Carlo (4/80)
Asteroids Cabaret (5/80)
Missile Command (8/80)
Missile Command Cabaret (8/80)
Battlezone (11/80)
Battlezone Cabaret (11/80)
Asteroids Deluxe (4/81)
Asteroids Deluxe Cabaret (4/81)
Centipede (6/81)
Centipede Cabaret (6/81)
Red Baron (8/81)
Red Baron, sit-down (8/81)
Tempest (10/81)
Tempest Cabaret (10/81)
Dig Dug (4/82)
Dig Dug Cabaret (4/82)

CENTURI
Eagle (10/80)
Eagle Maxi (10/80)
Phoenix (1/81)
Route 16 (4/81)
Route 16 Elite (4/81)
Pleiades (7/81)
Vanguard (9/81)
Challenger (11/81)
The Pit (3/82)
Loco-Motion (3/82)
D-Day (3/82)

CINEMATRONICS
Tailgunner (3/80)
Rip Off (3/80)
Star Castle
Armor Attack (5/81)
Solar Quest (10/81)
Jack The Giantkiller (4/82)
Naughty Boy (5/82)

DYNAMO
Lil Hustler (12/81)

EXIDY
Bandido (1/80)
Tailgunner 2 (2/80)
Targ (6/80)
Spectar (1/81)
Venture (8/81)
Mousetrap (12/81)
Victory (2/82)
Pepper II (6/82)

GAME PLAN
Intruder (2/81)
Tank Battalion (3/81)
Killer Comet (4/81)
Megatack (9/81)
King And Balloon (10/81)
Enigma II (10/81)
Kaos (11/81)

GAMETECNIKS
Tri-Pool (1/82)

GDI
Red Alert (10/81)

GOTTLIEB
No Man's Land (12/80)
New York, New York (2/81)

GREMLIN/SEGA
Monaco GP (2/80)
Mini Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Tranquilizer Gun (8/80)
Moon Cresta (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (9/81)
Eliminator (12/81)
Turbo (1/82)
005 (1/82)
Eliminator 4-player (2/82)
Zaxxon (4/82)
Turbo Mini-Upright (5/82)

MIDWAY
Deluxe Space Invaders (1/80)
Galaxian (4/80)
Extra Bases (5/80)
Space Encounters (8/80)
Space Encounters Mini-Myte (9/80)
Space Zap (10/80)
Space Zap Mini-Myte (10/80)
Pac-Man (11/80)
Pac-Man Mini-Myte (11/80)
Rally-X (2/81)
Rally-X Mini-Myte (2/81)
Gorf (4/81)
Gorf Mini-Myte (4/81)
Wizard of Wor (6/81)
Wizard of Wor Mini-Myte (6/81)
Omega Race (8/81)
Omega Race Mini-Myte (8/81)
Omega Race sit-in capsule (8/81)
Galaga (11/81)
Galaga Mini-Myte (11/81)
Kick-Man (1-82)
Kick-Man Mini-Myte (1/82)
Ms. Pac-Man (2/82)
Ms. Pac-Man Mini-Myte (2/82)
Bosconian (2/82)
Bosconian Mini-Myte (2/82)

NAMCO AMERICA
Sweet Licks (4/82)

NINTENDO
Donkey Kong (9/81)

ROCK-OLA
Warp-Warp (9/81)

SIGMA
Launcher Z (12/81)
Rolling Star Fire (12/81)

STERN
Astro Invader (8/80)
Berzerk (1/81)
The End (3/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jungler (2/82)
Frenzy (5/82)
Tazz-Mania (5/82)

TAITO AMERICA
Space Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
Space Invaders Trimline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimline (3/81)
Zarzon (5/81)
Zarzon Trimline (5/81)
Colony 7 (7/81)
Colony 7 Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (8/81)
Qix (10/81)
Qix Trimline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)
Alpine Ski (3/82)
Wild Western (5/82)
Electric Yo-Yo (5/82)
Kram (5/82)

THOMAS AUTOMATICS
Triple Punch (6/82)

UNIVERSAL USA
Cheekie Mouse (5/80)
Magical Spot (10/80)
Zero Hour (1/81)
Space Panic (1/81)
Cosmic Avenger (8/81)
Lady Bug (12/81)

U.S. BILLIARDS
Quasar (4/81)

WILLIAMS
Defender (12/80)
Stargate (10/81)
Make Trax (10/81)
Robotron 2084 (3/82)

COCKTAIL TABLES

AMSTAR
Phoenix

ATARI
Soccer (4/80)
Asteroids (4/80)
Missile Command (8/80)
Football (7/80)
Asteroids Deluxe (4/81)
Centipede (6/81)
Tempest (10/81)
Dig Dug (4/82)

CENTURI
Rip Off (8/80)
Targ (10/80)
Route 16 (4/81)
Pleiades (7/81)

ELCON
Diversions booth size (9/81)

GAME PLAN
Shark Attack (5/81)

GAMETECNIKS
Tri-Pool (1/82)

GDI
The Thief (4/82)

GOTTLIEB
New York, New York (3/81)

GREMLIN/SEGA
Carnival
Space Firebird
Astro Blaster (4/81)
Frogger (11/81)
Zaxxon (5/82)

MIDWAY
Deluxe Space Invaders (3/80)
Galaxian (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac-Man (11/80)
Rally-X (2/81)
Gorf (4/81)
Wizard of Wor (6/81)
Omega Race (8/81)
Galaga (11/81)
Kick-Man (1/82)
Ms. Pac-Man (2/82)
Bosconian (2/82)

STERN
Astro Invader (11/80)
The End (1/81)
Berzerk (2/81)
Scramble (5/81)

TAITO AMERICA
Space Invaders II (2/80)
Polaris (12/80)
Crazy Climber (5/81)
Zarzon (5/81)
Qix (10/81)

THOMAS AUTOMATICS
Triple Punch (6/82)

WILLIAMS
Defender (4/81)

PHONOGRAPHS

Centuri 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rowe R-85 (10/80)
Rowe Jewel
Seeburg Phoenix (12/80)
Stern/Seeburg DaVinci (7/81)
Stern/Seeburg VMC (11/81)
Wurlitzer Cabarina
Wurlitzer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL TABLES & FOOSBALL

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
Dynamo-The Tournament foosball (5/82)
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougar

THE JUKEBOX PROGRAMMER

* indicates new entry

July 17, 19

POP

1 **EYE OF THE TIGER**
SURVIVOR (Scotti Bros./CBS ZS5-02912)

2 **HURTS SO GOOD**
JOHN COUGAR (Riva/PolyGram R 209)

3 **CAUGHT UP IN YOU**
.38 SPECIAL (A&M 2412)

4 **DON'T YOU WANT ME**
THE HUMAN LEAGUE (A&M/Virgin 2397)

5 **ROSANNA**
TOTO (Columbia 18-02811)

6 **LOVE'S BEEN A LITTLE BIT HARD ON ME**
JUICE NEWTON (Capitol P-B-5120)

7 **ONLY THE LONELY**
THE MOTELS (Capitol PB-5114)

8 **LET IT WHIP**
DAZZ BAND (Motown 1609MF)

9 **KEEP THE FIRE BURNIN'**
REO SPEEDWAGON (Epic 14-02967)

10 **ALWAYS ON MY MIND**
WILLIE NELSON (Columbia 18-02741)

11 **GOING TO A GO-GO**
THE ROLLING STONES (Rolling Stones/Atco RS 21301)

12 **HOLD ME**
FLEETWOOD MAC (Warner Bros. 7-29966)

13 **TAINTED LOVE**
SOFT CELL (Sire SRE 40655)

14 **PLAY THE GAME TONIGHT**
KANSAS (Kirshner/CBS ZS5-02903)

15 **DO I DO**
STEVIE WONDER (Tamla/Motown 1612TF)

16 **EBONY AND IVORY**
PAUL McCARTNEY (Columbia 18-02860)

17 **I FOUND SOMEBODY**
GLENN FREY (Asylum E-47466)

18 **WASTED ON THE WAY**
CROSBY, STILLS & NASH (Atlantic 4058)

19 **PERSONALLY**
KARLA BONOFF (Columbia 18-02805)

20 **ABRACADABRA**
THE STEVE MILLER BAND (Capitol PRO-9785)

21 **DANCING IN THE STREET**
VAN HALEN (Warner Bros. WBS 7-29986)

22 **HEAT OF THE MOMENT**
ASIA (Geffen GEF 50040)

23 **HARD TO SAY I'M SORRY**
CHICAGO (Full Moon/Warner Bros. 7-29979)

24 **CRIMSON AND CLOVER**
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)

25 **YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU***
MELISSA MANCHESTER (Arista AS 0676)

26 **VACATION**
GO-GO's (I.R.S./A&M IR-9907)

27 **THIS MAN IS MINE**
HEART (Epic 14-02925)

28 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)***
DONNA SUMMER (Geffen 7-29982)

29 **IF YOU WANT MY LOVE***
CHEAP TRICK (Epic 14-02968)

30 **I RAN (SO FAR AWAY)***
A FLOCK OF SEAGULLS (Jive/Arista VS 102)

COUNTRY

1 **TAKE ME DOWN**
ALABAMA (RCA PB-13210)

2 **'TIL YOU'RE GONE**
BARBARA MANDRELL (MCA-52038)

3 **HONKY TONKIN'**
HANK WILLIAMS, JR. (Elektra E-47462)

4 **I DON'T THINK SHE'S IN LOVE ANYMORE**
CHARLEY PRIDE (RCA PB-13096)

5 **ANY DAY NOW**
RONNIE MILSAP (RCA PB-13216)

6 **LOVE'S BEEN A LITTLE BIT HARD ON ME**
JUICE NEWTON (Capitol P-B-5120)

7 **DON'T WORRY 'BOUT ME BABY**
JANIE FRICKE (Columbia 18-02859)

8 **ARE THE GOOD TIMES REALLY OVER**
MERLE HAGGARD (Epic 14-02894)

9 **WOULD YOU CATCH A FALLING STAR**
JOHN ANDERSON (Warner Bros. WBS 50043)

10 **NOBODY**
SYLVIA (RCA PB-13223)

11 **SO FINE**
OAK RIDGE BOYS (MCA-52065)

12 **I DON'T CARE**
RICKY SCAGGS (Epic 14-02931)

13 **SLOW DOWN**
LACY J. DALTON (Columbia 18-02847)

14 **HEARTBREAK EXPRESS**
DOLLY PARTON (RCA PB-13234)

15 **HEAVENLY BODIES**
EARL THOMAS CONLEY (RCA PB-13246)

16 **AIN'T NO MONEY**
ROSANNE CASH (Columbia 18-02937)

17 **SLOW HAND**
CONWAY TWITTY (Elektra E-47443)

18 **WOMEN DO KNOW HOW TO CARRY ON**
WAYLON JENNINGS (RCA PB-13257)

19 **BORN TO RUN**
EMMYLOU HARRIS (Warner Bros. 7-29993)

20 **RING ON HER FINGER, TIME ON HER HANDS**
LEE GREENWOOD (MCA-52026)

21 **FOOL HEARTED MEMORY**
GEORGE STRAIT (MCA-52066)

22 **OH GIRL**
CON HUNLEY (Warner Bros. WBS 50058)

23 **I'M GONNA HIRE A WINO TO DECORATE OUR HOME**
DAVID FRIZZELL (Warner/Viva WBS 50063)

24 **WHATEVER**
THE STATLER BROTHERS (Mercury/PolyGram 76162)

25 **LOVE WILL TURN YOU AROUND***
KENNY ROGERS (Liberty P-B-1471)

26 **YOU TURN ME ON I'M A RADIO**
GAIL DAVIES (Warner Bros. 7-29972)

27 **CHEATER'S PRAYER**
THE KENDALLS (Mercury/PolyGram 76155)

28 **SHE'S NOT REALLY CHEATIN'***
MOE BANDY (Columbia 18-02966)

29 **LOVE'S FOUND YOU AND ME**
ED BRUCE (MCA-52036)

30 **DANCING YOUR MEMORY AWAY***
CHARLY McLAIN (Epic 14-02975)

BLACK CONTEMPORARY

1 **DO I DO**
STEVIE WONDER (Tamla/Motown 1612TF)

2 **LET IT WHIP**
DAZZ BAND (Motown 1609MF)

3 **EARLY IN THE MORNING**
THE GAP BAND (Total Experience/PolyGram TE-8201)

4 **I REALLY DON'T NEED NO LIGHT**
JEFFREY OSBORNE (A&M 2410)

5 **DANCE WIT' ME**
RICK JAMES (Gordy/Motown 1619GF)

6 **CUTIE PIE**
ONE WAY (MCA 52049)

7 **STREET CORNER**
ASHFORD & SIMPSON (Capitol P-B-5109)

8 **KEEP ON**
"D" TRAIN (Prelude PRL 8049)

9 **TOO LATE**
JUNIOR (Mercury/PolyGram 76150)

10 **AND I AM TELLING YOU I'M NOT GOING**
JENNIFER HOLLIDAY (Geffen 7-29983)

11 **(SITTIN' ON) THE DOCK OF THE BAY**
THE REDDINGS (Believe In A Dream/CBS ZS5-02836)

12 **LOVE ME DOWN**
ATLANTIC STARR (A&M 2420)

13 **FLIRT**
CAMEO (Chocolate City/PolyGram CC 3233)

14 **SOUP FOR ONE**
CHIC (Mirage/Atlantic WTG 4032)

15 **THE REAL DEAL**
THE ISLEY BROTHERS (T-Neck/CBS ZS5-02985)

16 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)**
DONNA SUMMER (Geffen 7-29982)

17 **WE GO A LONG WAY BACK**
BLOODSTONE (T-Neck/CBS ZS5-02825)

18 **LET ME GO**
RAY PARKER, JR. (Arista AS 0695)

19 **EMERGENCY**
WHISPERS (Solar/Elektra S-48008)

20 **STANDING ON THE TOP — PART 1**
THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)

21 **JUST AN ILLUSION**
IMAGINATION (MCA 52067)

22 **IT'S GONNA TAKE A MIRACLE**
DENIECE WILLIAMS (ARC/Columbia 18-02012)

23 **AMERICAN MUSIC**
POINTER SISTERS (Planet/RCA JH-13254C)

24 **JUMP TO IT**
ARETHA FRANKLIN (Arista AS 0699)

25 **THE OTHER WOMAN**
RAY PARKER, JR. (Arista AS 0669)

26 **YOUR BODY'S HERE WITH ME***
THE O'JAYS (Phila. Int'l./CBS ZS5-03009)

27 **OLD FASHIONED LOVE**
SMOKEY ROBINSON (Tamla/Motown 1615TF)

28 **ON THE FLOOR***
FATBACK (Spring/PolyGram SP 3025)

29 **CHEATING IN THE NEXT ROOM**
ZZ HILL (Malaco 2079)

30 **LAST NIGHT***
STEPHANIE MILLS (Casablanca/PolyGram NB 2352)

OPERATORS PICKS

Margot Green (Jones Music, Burbank)
YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU — Melissa Manchester — Arista

Dan Tortorice (Modern Specialty, Madison)
YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU — Melissa Manchester — Arista

Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)
L.A. WOMAN/ROADHOUSE BLUES — The Doors — Spun Gold/Elektra

RECORDS TO WATCH

WHEN YOU TOUCH ME — Skyy — Salsoul/RCA
INSIDE OUT — Odyssey — RCA
WAITING BY THE HOTLINE — Deniece Williams — ARC/Columbia
I'M THE ONE — Roberta Flack — Atlantic
TAKE IT AWAY — Paul McCartney — Columbia
THINK I'M IN LOVE — Eddie Money — Columbia
GET INTO REGGAE COWBOY — The Bellamy Brothers — Elektra
SHE GOT THE GOLDMINE — Jerry Reed — RCA

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☐ VENDING MACHINES

OTHER _____

HOT NUMBERS

From The Operators!

EARL THOMAS CONLEY

"HEAVENLY BODIES"

PB 13246

Top 100 Chart Activity
BB 23* CB 28* RR 30*

JUKEBOX PROGRAMMER # 15

Dean Hogue—President Dean's One Stop, Richmond, VA.
"'Heavenly Bodies' best selling record I have right now—certainly going to be a #1 record in my market."

"Porky" Schaffer, buyer Am-Bat Records—Cincinnati
"Great Record , Really starting to happen for us."

Gina Esmino, buyer Sea-Port One Stop, Portland, OR
"'Operators going Crazy over it , We're getting constant re-orders."

Judy Bracknell, buyer One Stop Records, Atlanta, GA.
"'Heavenly Bodies'— Doing great for us—juke boxes and retail."

SYLVIA

"NOBODY"

PB 13223

JUKEBOX PROGRAMMER #10

Top 100 Chart Activity
BB 15 CB 17* RR 14***

Kitty McKown, buyer Lieberman One Stop, Kansas City
"Great Ladies record—Operators really like it."

Marie Silcox, Buyer, Central South Nashville
"Really picked up for us last week—Operators asking for it."

Gus Tartol, President, Singer One Stop, Chicago, IL
"'Nobody' a natural for "Jukeboxes" Operators—getting a lot of play."

RCA

"TANTALIZINGLY HOT!

Stephanie Mills

PolyGram Records takes great pride in
welcoming Stephanie Mills.
NBLP-7265 **"Tantalizingly Hot!" her new album**
featuring the hit single, "Last Night." NB-2352
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